

SERFF Tracking Number: CFAP-127779155 State: District of Columbia  
Filing Company: Group Hospitalization and Medical Services, Inc.State Tracking Number:  
Company Tracking Number: 1688  
TOI: H21 Health - Other Sub-TOI: H21.000 Health - Other  
Product Name: DC GHMSI Small Group Eff 201204  
Project Name/Number: /1688

## Correspondence Summary

### Dispositions

Status	Created By	Created On	Date Submitted
APPROVED	Efren Tanhehco	01/20/2012	01/20/2012

SERFF Tracking Number:	CFAP-127779155	State:	District of Columbia
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TOI:	H21 Health - Other	Sub-TOI:	H21.000 Health - Other
Product Name:	DC GHMSI Small Group Eff 201204		
Project Name/Number:	/1688		

## Disposition

Disposition Date: 01/20/2012  
 Implementation Date: 01/20/2012  
 Status: APPROVED  
 HHS Status: HHS Approved  
 State Review: Reviewed by Actuary  
 Comment:

Company Name:	Overall % Indicated Change:	Overall % Rate Impact:	Written Premium Change for this Program:	# of Policy Holders Affected for this Program:	Written Premium for this Program:	Maximum % Change (where required):	Minimum % Change (where required):
Group Hospitalization and Medical Services, Inc.	17.800%	7.500%	\$36,695,051	22,842	\$222,222,887	7.500%	7.500%
	<b>Percent Change Approved:</b>						
	<b>Minimum:</b>	7.5%	<b>Maximum:</b>	7.5%	<b>Weighted Average:</b>		7.5%

SERFF Tracking Number: CFAP-127779155 State: District of Columbia

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TOI: H21 Health - Other Sub-TOI: H21.000 Health - Other

Product Name: DC GHMSI Small Group Eff 201204

Project Name/Number: /1688

Schedule	Schedule Item	Schedule Item Status	Public Access
Supporting Document (revised)	Actuarial Justification		No
Supporting Document	Actuarial Justification		No
Supporting Document	Rate Summary Worksheet		Yes
Supporting Document	Consumer Disclosure Form		Yes
Rate	Rate Filing 1688		Yes

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## Rate Information

Rate data applies to filing.

Filing Method:	SERFF
Rate Change Type:	Increase
Overall Percentage of Last Rate Revision:	5.100%
Effective Date of Last Rate Revision:	01/01/2012
Filing Method of Last Filing:	SERFF

## Company Rate Information

Company Name:	Company Rate Change:	Overall % Indicated Change:	Overall % Rate Impact:	Written Premium Change for this Program:	# of Policy Holders Affected for this Program:	Written Premium for this Program:	Maximum % Change (where required):	Minimum % Change (where required):																											
Group Hospitalization and Medical Services, Inc.	Increase	17.800%	7.500%	\$36,695,051	22,842	\$222,222,887	7.500%	7.500%																											
<table> <tr> <td><b>Product Type:</b></td><td><b>HMO</b></td><td><b>PPO</b></td><td><b>EPO</b></td><td><b>POS</b></td><td><b>HSA</b></td><td><b>HDHP</b></td><td><b>FFS</b></td><td><b>Other</b></td></tr> <tr> <td><b>Covered Lives:</b></td><td></td><td>38,043</td><td></td><td></td><td>3,060</td><td>985</td><td>125</td><td></td></tr> <tr> <td><b>Policy Holders:</b></td><td></td><td>20,704</td><td></td><td></td><td>1,559</td><td>510</td><td>69</td><td></td></tr> </table>									<b>Product Type:</b>	<b>HMO</b>	<b>PPO</b>	<b>EPO</b>	<b>POS</b>	<b>HSA</b>	<b>HDHP</b>	<b>FFS</b>	<b>Other</b>	<b>Covered Lives:</b>		38,043			3,060	985	125		<b>Policy Holders:</b>		20,704			1,559	510	69	
<b>Product Type:</b>	<b>HMO</b>	<b>PPO</b>	<b>EPO</b>	<b>POS</b>	<b>HSA</b>	<b>HDHP</b>	<b>FFS</b>	<b>Other</b>																											
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Company Tracking Number:	1688		
TOI:	H21 Health - Other	Sub-TOI:	H21.000 Health - Other
Product Name:	DC GHMSI Small Group Eff 201204		
Project Name/Number:	/1688		

## Rate Review Details

### COMPANY:

Company Name:	Group Hospitalization and Medical Services, Inc.
HHS Issuer Id:	78079
Product Names:	PPO, PPO HSA, PPO HRA, Indemnity, Non-CDH Drug, HSA Drug, HRA Drug
Trend Factors:	

### FORMS:

New Policy Forms:

Affected Forms:

Other Affected Forms: DC/GRP APP (R. 3/06), DC/CF/GC (R. 1/09), DC/CF/BP/EOC (7/08), DC/GHMSI/DOL APPEAL (3/06), DC/CF/BP/DOCS (7/08), DC/CF/BP/SOB (7/08), DC/CF/ATTC (R. 1/08), DC /CF/NGF/PPACA (9/10), DC/CF/DEPENDENT AGE (9/10), DC/GRP APP (R. 2/10), DC/CF/BP/EOC (R. 11/09), DC/CF/ATTC (R. 1/10), DC/CF/SOB HDHP (R. 7/08), DC/CF/RX3 (R. 12/08), GC-A/DC-6/95, GPS-DC-6/95, DC/CERT-9/96, DC/DOCS-8/96, and any amendments

## REQUESTED RATE CHANGE

### INFORMATION:

Change Period:	Quarterly
Member Months:	509,752
Benefit Change:	Increase
Percent Change Requested:	Min: 7.5 Max: 7.5 Avg: 7.5

### PRIOR RATE:

Total Earned Premium:	211,783,013.00
Total Incurred Claims:	173,328,807.00
Annual \$:	Min: 3,252.00 Max: 7,704.00 Avg: 5,342.00

<i>SERFF Tracking Number:</i>	<i>CFAP-127779155</i>	<i>State:</i>	<i>District of Columbia</i>
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<i>Company Tracking Number:</i>	<i>1688</i>		
<i>TOI:</i>	<i>H21 Health - Other</i>	<i>Sub-TOI:</i>	<i>H21.000 Health - Other</i>
<i>Product Name:</i>	<i>DC GHMSI Small Group Eff 201204</i>		
<i>Project Name/Number:</i>	<i>/1688</i>		

**REQUESTED RATE:**

Projected Earned Premium:	248,478,064.00
Projected Incurred Claims:	205,926,211.00
Annual \$:	Min: 3,492.00 Max: 8,280.00 Avg: 5,738.00

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Product Name: DC GHMSI Small Group Eff 201204

Project Name/Number: /1688

## Rate/Rule Schedule

Schedule Item Status:	Document Name:	Affected Form Numbers: (Separated with commas)	Rate Action: Action:*	Rate Action Information:	Attachments
	Rate Filing 1688	DC/GRP APP (R. Revised 3/06), DC/CF/GC (R. 1/09), DC/CF/BP/EOC (7/08), DC/GHMSI/DOL APPEAL (3/06), DC/CF/BP/DOCS (7/08), DC/CF/BP/SOB (7/08), DC/CF/ATTC (R. 1/08), DC /CF/NGF/PPACA (9/10), DC/CF/DEPEND AGE (9/10), DC/GRP APP (R. 2/10), DC/CF/BP/EOC (R. 11/09), DC/CF/ATTC (R. 1/10), DC/CF/SOB HDHP (R. 7/08), DC/CF/RX3 (R. 12/08), GC-A/DC-6/95, GPS-DC-		Previous State Filing Number:	CFAP- File 1688 GHMSI 1273887 - Rate Filing.pdf 38 or 1667

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6/95, DC/CERT-	Percent Rate Change	7.500
9/96, DC/DOCS-	Request:	
8/96, and any		
amendments		



***CareFirst BlueCross BlueShield (GHMSI)  
DC Small Group Rate Filing Effective 04/2012  
SMALL GROUP ACCOUNTS OF 2-50 CONTRACTS  
Filing 1688  
Medical & Drug Rates, and Rating Factors  
Premium Rates Effective 04/2012***

**CareFirst BlueCross BlueShield (GHMSI)**  
**DC Small Group Rate Filing Effective 04/2012**  
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**CareFirst BlueCross BlueShield (GHMSI)  
DC Small Group Rate Filing Effective 04/2012  
Premiums Effective 04/2012  
PPO Benefits**

				In-Network					Out of Network			04/2012		01/2012	Rate Change
Policy Type	Option	Deductible Carryover	Integrated Rx Benefit	PCP Copay	Specialist Copay	Deductible	Coinsurance	OOP Max	Deductible	Coinsurance	OOP Max	Vision Core	Individual Rate	Individual Rate	04/2012 over 01/2012
PPO	1	No		\$10	\$10	\$0	100%	\$1,000	\$300	80%	\$2,000	Yes	\$502	\$467	7.5%
PPO	2	No		\$10	\$10	\$0	90%	\$1,500	\$300	70%	\$3,000	Yes	\$465	\$433	7.4%
PPO	3	No		\$10	\$10	\$100	90%	\$1,500	\$500	70%	\$3,000	Yes	\$427	\$397	7.6%
PPO	4	No		\$10	\$10	\$0	80%	\$1,500	\$300	70%	\$3,000	Yes	\$449	\$418	7.4%
PPO	5	No		\$10	\$10	\$100	80%	\$2,500	\$500	60%	\$5,000	Yes	\$393	\$366	7.4%
PPO	6	No		\$20	\$20	\$0	100%	\$1,500	\$500	80%	\$3,000	Yes	\$484	\$450	7.6%
PPO	7	No		\$10	\$10	\$250	100%	\$1,500	\$500	80%	\$3,000	Yes	\$465	\$433	7.4%
PPO	8	No		\$15	\$15	\$0	90%	\$1,500	\$500	70%	\$3,000	Yes	\$458	\$426	7.5%
PPO	9	No		\$10	\$10	\$500	100%	\$1,500	\$1,000	80%	\$3,000	Yes	\$436	\$406	7.4%
PPO	14	No		\$20	\$20	\$1,000	100%	\$3,500	\$2,000	80%	\$7,000	Yes	\$330	\$307	7.5%
PPO	15	No		\$20	\$20	\$1,000	90%	\$3,500	\$2,000	70%	\$7,000	Yes	\$309	\$287	7.7%
PPO	16	No		\$20	\$20	\$1,000	80%	\$3,500	\$2,000	60%	\$7,000	Yes	\$287	\$267	7.5%
PPO	17	No		\$20	\$20	\$2,000	100%	\$7,500	\$4,000	80%	\$15,000	Yes	\$283	\$263	7.6%
PPO	18	No		\$20	\$20	\$3,000	100%	\$15,000	\$6,000	80%	\$15,000	Yes	\$252	\$234	7.7%
PPO	19	No		\$20	\$20	\$5,000	100%	\$20,000	\$10,000	80%	\$20,000	Yes	\$213	\$198	7.6%
PPO	7A	Yes		\$10	\$10	\$250	100%	\$1,500	\$500	80%	\$3,000	Yes	\$470	\$437	7.6%
PPO	9A	Yes		\$10	\$10	\$500	100%	\$1,500	\$1,000	80%	\$3,000	Yes	\$446	\$415	7.5%
PPO	14A	Yes		\$20	\$20	\$1,000	100%	\$3,500	\$2,000	80%	\$7,000	Yes	\$336	\$313	7.3%
PPO	15A	Yes		\$20	\$20	\$1,000	90%	\$3,500	\$2,000	70%	\$7,000	Yes	\$315	\$293	7.5%
PPO	16A	Yes		\$20	\$20	\$1,000	80%	\$3,500	\$2,000	60%	\$7,000	Yes	\$293	\$273	7.3%
PPO	17A	Yes		\$20	\$20	\$2,000	100%	\$7,500	\$4,000	80%	\$15,000	Yes	\$293	\$273	7.3%
PPO	18A	Yes		\$20	\$20	\$3,000	100%	\$15,000	\$6,000	80%	\$15,000	Yes	\$264	\$246	7.3%
PPO	19A	Yes		\$20	\$20	\$5,000	100%	\$20,000	\$10,000	80%	\$20,000	Yes	\$226	\$210	7.6%

Form Numbers:

DC/GRP APP (R. 3/06)

DC/CF/GC (R. 1/09)

DC/CF/BP/EOC (7/08)

DC/GHMSI/DOL APPEAL (3/06)

DC/CF/BP/DOCS (7/08)

DC/CF/BP/SOB (7/08)

DC/CF/ATTC (R. 1/08)

DC /CF/NGF/PPACA (9/10)

DC/CF/DEPENDENT AGE (9/10)

and any amendments

Eff 2/1/10:

DC/GRP APP (R. 2/10)

Eff 4/1/10:

DC/CF/BP/EOC (R. 11/09)

Eff 6/1/10

DC/CF/ATTC (R. 1/10)

**CareFirst BlueCross BlueShield (GHMSI)**  
**DC Small Group Rate Filing Effective 04/2012**  
**Premiums Effective 04/2012**  
**HSA PPO, and HRA PPO Benefits**

Policy Type	Option	Deductible Carryover	Integrated Rx Benefit	PCP Copay	Specialist Copay	In-Network			Out of Network			Vision Core	04/2012 Individual Rate			01/2012 Individual Rate			Rate Change 04/2012 over 01/2012
						Deductible	Coinsurance	OOP Max	Deductible	Coinsurance	OOP Max		Medical	Drug	Total	Medical	Drug	Total	
PPO HRA	1			\$0	\$0	\$1,000	100%	\$3,500	\$2,000	80%	\$7,000	Yes	\$381		\$381	\$354		\$354	7.6%
PPO HRA	2			\$0	\$0	\$1,000	90%	\$3,500	\$2,000	70%	\$7,000	Yes	\$357		\$357	\$332		\$332	7.5%
PPO HRA	3			\$0	\$0	\$2,000	100%	\$7,000	\$4,000	80%	\$15,000	Yes	\$332		\$332	\$309		\$309	7.4%
PPO HRA	4			\$0	\$0	\$3,000	100%	\$10,000	\$6,000	80%	\$20,000	Yes	\$292		\$292	\$272		\$272	7.4%
PPO HRA	5			\$0	\$0	\$5,000	100%	\$10,000	\$10,000	80%	\$20,000	Yes	\$249		\$249	\$232		\$232	7.3%
PPO HRA	1		\$10/\$25/\$45	\$0	\$0	\$1,000	100%	\$3,500	\$2,000	80%	\$7,000	Yes	\$381	\$97	\$478	\$354	\$90	\$444	7.7%
PPO HRA	2		\$10/\$25/\$45	\$0	\$0	\$1,000	90%	\$3,500	\$2,000	70%	\$7,000	Yes	\$357	\$97	\$454	\$332	\$90	\$422	7.6%
PPO HRA	3		\$10/\$25/\$45	\$0	\$0	\$2,000	100%	\$7,000	\$4,000	80%	\$15,000	Yes	\$332	\$72	\$404	\$309	\$67	\$376	7.4%
PPO HRA	4		\$10/\$25/\$45	\$0	\$0	\$3,000	100%	\$10,000	\$6,000	80%	\$20,000	Yes	\$292	\$55	\$347	\$272	\$51	\$323	7.4%
PPO HRA	5		\$10/\$25/\$45	\$0	\$0	\$5,000	100%	\$10,000	\$10,000	80%	\$20,000	Yes	\$249	\$41	\$290	\$232	\$38	\$270	7.4%
PPO HSA	1		\$10/\$25/\$45	\$0	\$0	\$1,200	100%	\$2,400	\$2,400	80%	\$4,800	Yes	\$375	\$96	\$471	\$349	\$89	\$438	7.5%
PPO HSA	2		\$10/\$25/\$45	\$0	\$0	\$1,200	90%	\$2,400	\$2,400	70%	\$4,800	Yes	\$355	\$96	\$451	\$330	\$89	\$419	7.6%
PPO HSA	3		\$10/\$25/\$45	\$0	\$0	\$2,000	100%	\$4,000	\$4,000	80%	\$8,000	Yes	\$335	\$78	\$413	\$312	\$73	\$385	7.3%
PPO HSA	4		\$10/\$25/\$45	\$0	\$0	\$2,700	100%	\$5,000	\$5,400	80%	\$10,000	Yes	\$309	\$67	\$376	\$287	\$62	\$349	7.7%
PPO HRA	1		\$0/\$25/\$45	\$0	\$0	\$1,000	100%	\$3,500	\$2,000	80%	\$7,000	Yes	\$381	\$102	\$483	\$354	\$95	\$449	7.6%
PPO HRA	2		\$0/\$25/\$45	\$0	\$0	\$1,000	90%	\$3,500	\$2,000	70%	\$7,000	Yes	\$357	\$102	\$459	\$332	\$95	\$427	7.5%
PPO HRA	3		\$0/\$25/\$45	\$0	\$0	\$2,000	100%	\$7,000	\$4,000	80%	\$15,000	Yes	\$332	\$75	\$407	\$309	\$70	\$379	7.4%
PPO HRA	4		\$0/\$25/\$45	\$0	\$0	\$3,000	100%	\$10,000	\$6,000	80%	\$20,000	Yes	\$292	\$59	\$351	\$272	\$55	\$327	7.3%
PPO HRA	5		\$0/\$25/\$45	\$0	\$0	\$5,000	100%	\$10,000	\$10,000	80%	\$20,000	Yes	\$249	\$42	\$291	\$232	\$39	\$271	7.4%
PPO HSA	1		\$0/\$25/\$45	\$0	\$0	\$1,200	100%	\$2,400	\$2,400	80%	\$4,800	Yes	\$375	\$98	\$473	\$349	\$91	\$440	7.5%
PPO HSA	2		\$0/\$25/\$45	\$0	\$0	\$1,200	90%	\$2,400	\$2,400	70%	\$4,800	Yes	\$355	\$98	\$453	\$330	\$91	\$421	7.6%
PPO HSA	3		\$0/\$25/\$45	\$0	\$0	\$2,000	100%	\$4,000	\$4,000	80%	\$8,000	Yes	\$335	\$83	\$418	\$312	\$77	\$389	7.5%
PPO HSA	4		\$0/\$25/\$45	\$0	\$0	\$2,700	100%	\$5,000	\$5,400	80%	\$10,000	Yes	\$309	\$72	\$381	\$287	\$67	\$354	7.6%

Note: The separate Medical and Drug rates are hypothetical and for illustration purposes only. The corresponding Drug products are core to the HSA and HRA benefits.

Form Numbers:

DC/GRP APP (R. 3/06)	DC/CF/SOB HDHP (R. 7/08)	and any amendments	Eff 2/1/10:	Eff 6/1/10
DC/CF/GC (R. 1/09)	DC/CF/ATTC (R. 1/08)		DC/GRP APP (R. 2/10)	DC/CF/ATTC (R. 1/10)
DC/CF/BP/EOC (7/08)	DC/CF/RX3 (R. 12/08)			
DC/GHMSI/DOL APPEAL (3/06)	DC /CF/NGF/PPACA (9/10)		Eff 4/1/10:	
DC/CF/BP/DOCS (7/08)	DC/CF/DEPENDENT AGE (9/10)		DC/CF/BP/EOC (R. 11/09)	

**CareFirst BlueCross BlueShield (GHMSI)  
DC Small Group Rate Filing Effective 04/2012  
Premiums Effective 04/2012  
COMPREHENSIVE MAJOR MEDICAL Benefits**

<b>Policy Type</b>	<b>Deductible</b>	<b>Stop-Loss</b>	<b>Coinsurance</b>	<b>04/2012 Individual Rate</b>	<b>01/2012 Individual Rate</b>
New Business	\$300	\$4,000	80%	\$419	\$390
New Business	\$500	\$4,000	80%	\$395	\$367
New Business	\$1,000	\$4,000	80%	\$329	\$306
Renewing Business	\$100	\$2,000	80%	\$637	\$593
Renewing Business	\$100	\$4,000	80%	\$613	\$570
Renewing Business	\$200	\$2,000	80%	\$621	\$578
Renewing Business	\$200	\$4,000	80%	\$598	\$556
Renewing Business	\$300	\$2,000	80%	\$606	\$564
Renewing Business	\$300	\$4,000	80%	\$578	\$538
Renewing Business	\$500	\$2,000	80%	\$573	\$533
Renewing Business	\$500	\$4,000	80%	\$549	\$511
Renewing Business	\$1,000	\$2,000	80%	\$485	\$451
Renewing Business	\$1,000	\$4,000	80%	\$468	\$435

<b>Policy Type</b>	<b>Deductible</b>	<b>Out Of Pocket</b>	<b>Coinsurance</b>	<b>04/2012 Individual Rate</b>	<b>01/2012 Individual Rate</b>
Traditional; 180 days/admission	\$100	\$625	80%	\$314	\$292
Traditional; 180 days/admission	\$200	\$625	80%	\$325	\$302
Major Medical	\$200	\$500	80%	\$427	\$397

Form Numbers:

DC/GRP APP (R. 3/06)

GC-A/DC-6/95

GPS-DC-6/95

DC/CERT-9/96

DC/CF/GC (R. 1/09)

DC/DOCS-8/96

DC/GHMSI/DOL APPEAL (3/06)

DC/CF/ATTC (R. 1/08)

DC /CF/NGF/PPACA (9/10)

DC/CF/DEPENDENT AGE (9/10)

and any amendments

Eff 2/1/10:

DC/GRP APP (R. 2/10)

Eff 6/1/10

DC/CF/ATTC (R. 1/10)

**CareFirst BlueCross BlueShield (GHMSI)  
DC Small Group Rate Filing Effective 04/2012  
Premiums Effective 04/2012  
RX Benefits**

					04/2012	01/2012	
Option	Generic Copay	Form Brand Copay	Non-Form Copay	Deductible	Individual Rate	Individual Rate With Deductible CarryOver	Prior Filing Individual Rate
Options Below Include an Unlimited Max							
3	\$5	\$10	\$25	\$0	\$187	N/A	\$174
4	\$8	\$15	\$30	\$0	\$163	N/A	\$152
7	\$10	\$20	\$35	\$0	\$137	N/A	\$127
A	\$5	\$10	\$25	\$50	\$174	\$175	\$162
B	\$8	\$15	\$30	\$50	\$157	\$158	\$146
8	\$10	\$20	\$35	\$50	\$127	\$128	\$118
C	\$5	\$10	\$25	\$100	\$159	\$160	\$148
5	\$8	\$15	\$30	\$100	\$138	\$139	\$128
9	\$10	\$20	\$35	\$100	\$115	\$116	\$107
1	\$0	\$25	\$45	\$0	\$120	N/A	\$112
2	\$0	\$25	\$45	\$100	\$103	\$104	\$96

**Note that all options with an annual maximum have been removed as they are forbidden for any group buying/renewing after 9/23/10 due to Federal Health Reform. Groups that currently have these options will be migrated to the unlimited version upon their first renewal 10/1 or later.**

Form Numbers:  
DC/CF/RX3 (R. 12/08)  
DC /CF/NGF/PPACA (9/10)  
DC/CF/DEPENDENT AGE (9/10)

**CareFirst BlueCross BlueShield (GHMSI)  
DC Small Group Rate Filing Effective 04/2012  
Premiums Effective 04/2012  
RX Benefits**

					04/2012	01/2012	
Option	Generic Copay	Form Brand Copay	Non-Form Copay	Deductible	Individual Rate	Individual Rate With Deductible CarryOver	Prior Filing Individual Rate
Options Below Include an Unlimited Max							
12	\$10	\$25	\$45	\$0	\$119	N/A	\$111
	\$10	\$25	\$45	\$50	\$114	\$115	\$106
15	\$10	\$25	\$45	\$100	\$102	\$103	\$95
18	\$10	\$25	\$45	\$200	\$88	\$89	\$82
21	\$15	\$35	\$60	\$0	\$97	N/A	\$90
	\$15	\$35	\$60	\$50	\$94	\$95	\$87
24	\$15	\$35	\$60	\$100	\$84	\$85	\$78
27	\$15	\$35	\$60	\$200	\$67	\$68	\$62
Options Below Have a 30% Coinsurance and Unlimited Max							
29*	\$10	\$25	\$45	\$0			
29**	\$30	\$75	\$135	\$0	\$114	N/A	\$106
31*	\$10	\$25	\$45	\$100			
31**	\$30	\$75	\$135	\$100	\$96	\$97	\$89

**Note that all options with an annual maximum have been removed as they are forbidden for any group buying/renewing after 9/23/10 due to Federal Health Reform. Groups that currently have these options will be migrated to the unlimited version upon their first renewal 10/1 or later.**

\* Minimum

\*\* Maximum

Form Numbers:

DC/CF/RX3 (R. 12/08)

DC /CF/NGF/PPACA (9/10)

DC/CF/DEPENDENT AGE (9/10)

**CareFirst BlueCross BlueShield (GHMSI)**  
**DC Small Group Rate Filing Effective 04/2012**  
 AGE FACTORS EFFECTIVE May 1, 2011

Average Group Age	Age Factors
30 or less	0.70
31	0.72
32	0.74
33	0.76
34	0.78
35	0.80
36	0.82
37	0.84
38	0.86
39	0.89
40	0.92
41	0.95
42	0.98
43	1.01
44	1.04
45	1.08
46	1.12
47	1.16
48	1.20
49	1.24
50	1.28
51	1.33
52	1.38
53	1.43
54	1.48
55	1.53
56	1.59
57	1.65
58	1.68
59	1.70
60	1.72
61	1.74
62	1.76
63	1.78
64	1.80
65	1.85
66	1.90
67	1.95
68	2.00
69	2.05
70 or more	2.10



**CareFirst BlueCross BlueShield (GHMSI)**  
**DC Small Group Rate Filing Effective 04/2012**  
**TIER FACTORS - EFFECTIVE JANUARY 1, 2005**

DEVELOPMENT OF SLOPE ADJUSTMENT FACTOR BASED ON REQUIRED AND DESIRED SLOPES.

<u>TIER STRUCTURE</u>	<u>CONTRACT TYPE</u>	<u>ASSUMED MEMBERS PER CONTRACT</u>	<u>CURRENTLY EFFECTIVE TIER FACTORS</u>
TWO TIER	INDIVIDUAL	1.00	1.00
	FAMILY	3.45	2.80
FOUR TIER	INDIVIDUAL	1.00	1.00
	INDIVIDUAL + CHILD(REN)	2.31	1.85
	INDIVIDUAL + ADULT	2.00	2.30
	FAMILY	3.70	2.80
	Complementary to Medicare		
	Medical	1.00	0.75
	Drug	1.00	3.15
	Dental	1.00	1.00
	Vision	1.00	1.00

**CareFirst BlueCross BlueShield (GHMSI)**  
**DC Small Group Rate Filing Effective 04/2012**  
**Effective SIC Factors Effective January, 2012**

SIC Code	Current SIC Rating Factor, Effective January, 2010
<b>0</b>	1.150
<b>1</b>	1.150
<b>2</b>	1.150
3	1.000
4	1.000
5	1.000
6	1.000
<b>7</b>	1.150
<b>8</b>	1.150
<b>9</b>	1.150
<b>10</b>	1.150
11	1.000
<b>12</b>	1.150
<b>13</b>	1.150
<b>14</b>	1.150
15	1.000
<b>16</b>	1.100
17	1.000
18	1.000
19	1.000
<b>20</b>	1.100
21	1.050
<b>22</b>	1.100
23	1.050
<b>24</b>	1.100
25	1.000
<b>26</b>	1.100
27	1.050
<b>28</b>	1.150
<b>29</b>	1.150
30	1.050
31	0.950
<b>32</b>	1.060
33	1.050
<b>34</b>	1.100
35	1.000
36	1.000
<b>37</b>	1.100
38	1.050
<b>39</b>	1.060
40	1.000
41	0.950
<b>42</b>	1.110
43	1.000
44	1.000
<b>45</b>	1.100
46	1.000
47	1.000
48	0.900
49	1.000

SIC Code	Current SIC Rating Factor, Effective January, 2010
<b>50</b>	1.060
51	1.000
52	1.000
53	0.950
54	1.010
55	1.050
56	0.950
57	0.930
<b>58</b>	1.150
59	0.950
60	0.880
61	0.900
62	0.970
63	1.050
64	1.050
65	1.020
66	1.000
67	0.950
68	1.000
69	1.000
<b>70</b>	1.100
71	1.000
<b>72</b>	1.120
73	0.850
74	1.000
75	1.000
76	1.000
77	1.000
<b>78</b>	1.140
79	1.050
<b>80</b>	1.100
81	1.050
82	0.900
83	1.000
84	0.930
85	1.000
86	0.970
87	0.900
88	1.050
89	1.000
90	1.000
91	1.000
<b>92</b>	1.150
93	1.000
94	1.000
95	1.040
96	1.000
<b>97</b>	1.150
98	1.000
<b>99</b>	1.150

**CareFirst BlueCross BlueShield (GHMSI)  
DC Small Group Rate Filing Effective 04/2012  
POE Factors - Effective August 1, 2006**

<u>POE/Non-POE</u>	<u>POE Factor</u>
Non-POE	0.980
POE	1.000

**CareFirst BlueCross BlueShield (GHMSI)**  
**DC Small Group Rate Filing Effective 04/2012**  
HIPAA Loads for DC/VA Groups as of November 1, 2011

<b>Group Size 2 - 24</b>					
	UW Points Range		Current HIPAA Factor		
	Low	High	1st Year	2nd Year	3rd Year
1	0.00	2.39	0.825	0.900	0.950
2	2.40	2.99	0.890	0.900	0.950
3	3.00	3.29	0.914	0.950	1.000
4	3.30	3.64	1.000	1.000	1.000
5	3.65	3.99	1.100	1.100	1.100
6	4.00	4.49	1.205	1.205	1.205
7	4.50	4.79	1.313	1.313	1.313
8	4.80	5.09	1.405	1.405	1.405
9	5.10	5.49	1.490	1.490	1.490
10	5.50	5.99	1.787	1.787	1.787
11	6.00	6.49	2.181	2.181	2.181
12	6.50	7.79	2.905	2.905	2.905
13	7.80	10.49	4.137	4.137	4.137
14	10.50	99.99	6.480	6.480	6.480

<b>Group Size 25 +</b>					
	Points Range		Current HIPAA Factor		
	Low	High	1st Year	2nd Year	3rd Year
	0.00	1.1	0.825	0.900	0.950
	1.11	1.12	0.890	0.900	0.950
	1.13	1.13	0.914	0.950	1.000
	1.14	1.14	1.000	1.000	1.000
	1.15	1.15	1.100	1.100	1.100
	1.16	1.16	1.205	1.205	1.205
	1.17	1.18	1.313	1.313	1.313
	1.19	1.2	1.405	1.405	1.405
	1.21	1.25	1.490	1.490	1.490
	1.26	2.44	1.787	1.787	1.787
	2.45	3.74	2.181	2.181	2.181
	3.75	5.74	2.905	2.905	2.905
	5.75	8.74	4.137	4.137	4.137
	8.75	99.99	6.480	6.480	6.480

SERFF Tracking Number: CFAP-127779155 State: District of Columbia  
Filing Company: Group Hospitalization and Medical Services, Inc.State Tracking Number:  
Company Tracking Number: 1688  
TOI: H21 Health - Other Sub-TOI: H21.000 Health - Other  
Product Name: DC GHMSI Small Group Eff 201204  
Project Name/Number: /1688

## Supporting Document Schedules

		Item Status:	Status Date:
<b>Satisfied - Item:</b>	Actuarial Justification		
<b>Comments:</b>			
<b>Attachments:</b>			
File 1688 GHMSI - Actuarial Memorandum.pdf			
File 1688 GHMSI - Responses to Objections_1.19.12.pdf			
		Item Status:	Status Date:
<b>Bypassed - Item:</b>	Rate Summary Worksheet		
<b>Bypass Reason:</b>	n/a		
<b>Comments:</b>			
		Item Status:	Status Date:
<b>Bypassed - Item:</b>	Consumer Disclosure Form		
<b>Bypass Reason:</b>	Does not meet or exceed the "subject to review" threshold		
<b>Comments:</b>			

***CareFirst BlueCross BlueShield (GHMSI)***  
***DC Small Group Rate Filing Effective 04/2012***  
***SMALL GROUP ACCOUNTS OF 2-50 CONTRACTS***  
***Filing 1688***  
***Actuarial Memorandum***

**CareFirst BlueCross BlueShield (GHMSI)**  
**DC Small Group Rate Filing Effective 04/2012**  
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**Filing 1688**

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**APPENDIX**

Small Group Rate History	A
Renewal Increase Exhibit: PPO and PPO HSA	B
Renewal Increase Exhibit: PPO HRA	C
History of Renewal Cap/Floor and New Business Discount	D
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## ACTUARIAL CERTIFICATION

I, Brad Boban, am a Pricing Actuary with CareFirst BlueCross BlueShield of which GHMSI is a subsidiary. I am a member of the American Academy of Actuaries. I have been involved in the development of these rates.

To the best of my knowledge, these rating methodologies comply with applicable laws and regulations of the District of Columbia, and produce premiums that are reasonable in relation to benefits, and are based on sound and commonly accepted actuarial principles.

# Brad Boban

---

Digitally signed by Brad Boban  
DN: cn=Brad Boban, o=CareFirst BlueCross  
BlueShield, ou=Actuarial Pricing,  
email=brad.boban@carefirst.com, c=US  
Date: 2011.12.05 16:01:12 -05'00'

Brad Boban, ASA, MAAA  
Senior Actuarial Assistant, Supervisor  
GHMSI  
Mail Drop-Point 01-780  
10455 Mill Run Circle  
Owings Mills, Md. 21117



**CareFirst BlueCross BlueShield (GHMSI)  
DC Small Group Rate Filing Effective 04/2012  
Rate Filing Summary (Filing 1688)**

This submission pertains to the District of Columbia small group accounts of 2-50 contracts of GHMSI, Inc.

<b>Product</b>	<b>Proposed Rate Change (04/2012 over 01/2012 Rate Level)</b>
PPO	7.5%
PPO HSA	7.5%
PPO HRA	7.5%
Indemnity	7.5%
Non-CDH Drug	7.5%
HSA Drug	7.5%
HRA Drug	7.5%
<b>Non-CDH Medical &amp; Drug</b>	<b>7.5%</b>
<b>HSA Medical &amp; Drug</b>	<b>7.5%</b>
<b>HRA Medical &amp; Drug</b>	<b>7.5%</b>

Our renewal increase floor remains at -25.7%. The cap in the range of 12% - 35% remains in effect.

As of 12/31/10, the "Risk-Based Capital" (RBC) percentage for GHMSI and CFMI were 1098% and 667% respectively. Both GHMSI and CFMI own 50/50 of CareFirst Holdings of which the key asset is CareFirst BlueChoice. In 2011, two independent actuarial consultants, Milliman and the Lewin Group, updated their recommended optimal RBC ranges for both legal entities (including their share of CareFirst Holdings) to reflect the impact of Federal Health Care Reform (FHCRR). Based on their surplus evaluations, management filed with their respective regulators revised GHMSI and CFMI RBC ranges of 1000-1300% (Board approved) and 1050-1350% (Boards are expected to approve at their September meetings). These ranges have increased significantly over the prior 2008 ranges by 150-250% due to changes and uncertainty posed by FHCRR. RBC ratios are calculated on an authorized control level basis.

The form numbers associated with the rates are displayed throughout the filing.

**CareFirst BlueCross BlueShield (GHMSI)  
DC Small Group Rate Filing Effective 04/2012**

Proposed Rate Change Derivation  
Experience Period : Incurred 07/2010 - 06/2011 & Paid Through 08/2011  
Projection Period: 04/01/2012 through 03/31/2013

	Non-CDH Medical		CDH Medical		Medical BC Drug		GHMSI Drug					Total Rx	BC & GHMSI		Total GHMSI Med & Rx	Total Med & Rx
	PPO	Indemnity	PPO HSA	PPO HRA	Total GHMSI Medical	Total BC Rx	GHMSI Non-CDH Rx	GHMSI HSA Rx	GHMSI Int HRA Rx	GHMSI Non-Int HRA Rx	Total GHMSI Rx		Total Non-CDH Med & Rx	Total BC Med & Rx		
<b>Enrollment</b>																
Contract Month	252,151	1,016	18,505	6,027	277,699	230,231	253,167	18,505	2,244	3,783	277,699	507,930	467,158	230,231	277,699	507,930
Member Month	459,761	1,892	36,502	11,597	509,752	371,124	461,653	36,502	4,402	7,195	509,752	880,876	804,364	371,124	509,752	880,876
Medical Member Distribution	90.2%	0.5%	7.2%	2.3%	57.9%	100.0%	90.6%	7.2%	0.9%	1.4%	100.0%		57.9%	42.1%	57.9%	100.0%
<b>Adjust Revenue to Current Rate Level (01/2012)</b>																
Revenue	\$164,444,530	\$734,968	\$10,920,229	\$3,228,944	\$179,328,670	\$29,727,886	\$39,503,126	\$2,511,740	\$276,121	\$603,231	\$42,894,217	\$72,622,103	\$321,431,730	\$125,171,483	\$222,222,887	\$347,394,370
Income Adjustment Factor to Current Rate Level	0.9243	0.8908	0.9569	0.9705	0.9269	1.0588	1.0610	1.0818	1.0326	1.0613	1.0621	1.0608	0.9365	0.9106	0.9530	0.9377
Adjusted Revenue at Current Rate Level (01/2012)	\$151,988,260	\$654,699	\$10,449,308	\$3,133,626	\$166,225,893	\$31,476,961	\$41,914,585	\$2,717,190	\$285,133	\$640,211	\$45,557,120	\$77,034,081	\$301,019,997	\$113,983,527	\$211,783,013	\$325,766,540
Income Adjustment Factor to Current Rate Level	0.9962	0.9962	0.9962	0.9962	0.9962	0.9962	0.9962	0.9962	0.9962	0.9962	0.9962	0.9962	0.9962	0.9962	0.9962	0.9962
Adjusted Revenue at Current Rate Level (07/2010) w/ lower floor	\$151,410,704	\$652,211	\$10,409,601	\$3,121,718	\$165,594,235	\$31,357,349	\$41,755,310	\$2,706,865	\$284,049	\$637,779	\$45,384,003	\$76,741,352	\$299,876,121	\$113,550,390	\$210,978,237	\$324,528,627
<b>Experience Period Incurred Claims</b>																
Experience Period Incurred and Paid Claims	\$118,808,123	\$310,693	\$6,888,923	\$2,113,098	\$128,120,837	\$19,068,433	\$36,940,729	\$2,124,533	\$208,280	\$565,921	\$39,839,463	\$58,907,896	\$232,575,339	\$81,171,381	\$167,960,300	\$249,131,680
Completion Factors	0.9689	0.9638	0.9350	0.9326	0.9664	0.9999	0.9999	0.9999	1.0000	0.9999	0.9999	0.9999	0.9756	0.9735	0.9741	0.9739
IBNR	\$3,813,710	\$11,670	\$479,247	\$152,793	\$4,457,421	\$2,591	\$2,086	\$137	\$9	\$30	\$2,262	\$4,853	\$5,817,547	\$2,206,937	\$4,459,683	\$6,666,620
Estimated Incurred Claims	\$122,621,833	\$322,363	\$7,368,170	\$2,265,892	\$132,578,258	\$19,071,024	\$36,942,815	\$2,124,669	\$208,290	\$565,951	\$39,841,725	\$58,912,749	\$238,392,886	\$83,378,318	\$172,419,982	\$255,798,300
Claims Adjustment for Federal Healthcare Reform*	\$1,113,815	\$2,767	\$52,191	\$16,050	\$1,184,823	\$135,086	\$261,678	\$15,050	\$1,475	\$4,009	\$282,212	\$0	\$2,031,837	\$688,506	\$1,467,035	\$2,155,541
Estimated Incurred Claims w/ FHR Adjustment	\$123,735,648	\$325,130	\$7,420,361	\$2,281,942	\$133,763,081	\$19,206,111	\$37,204,493	\$2,139,719	\$209,765	\$569,960	\$40,123,937	\$59,330,048	\$240,424,723	\$84,066,823	\$173,887,018	\$257,953,841
Adjustment for Mental Health Parity	1.0000	1.0000	1.0000	1.0000	1.0000	1.0000	1.0000	1.0000	1.0000	1.0000	1.0000	1.0000	1.0000	1.0001		
Estimated Incurred Claims	\$123,735,648	\$325,130	\$7,420,361	\$2,281,942	\$133,763,081	\$19,206,111	\$37,204,493	\$2,139,719	\$209,765	\$569,960	\$40,123,937	\$59,330,048	\$173,887,018	\$257,972,759	(I)	
<b>Experience Period Incurred Claims Adjustments</b>																
Rx Rebates**						(\$191,407)	(\$505,539)	(\$39,972)	(\$4,820)	(\$7,879)	(\$558,211)	(\$749,618)	(\$682,292)	(\$191,407)	(\$558,211)	(\$749,618)
Experience Period Adjusted Incurred Claims	\$123,735,648	\$325,130	\$7,420,361	\$2,281,942	\$133,763,081	\$19,014,703	\$36,698,954	\$2,099,747	\$204,944	\$562,081	\$39,565,726	\$58,580,430	\$239,760,204	\$83,894,334	\$173,328,807	\$257,223,141
<b>Rating Period Projected Capitulations</b>																
Experience Period Capitulations	\$1,165,058	\$4,894	\$78,413	\$29,617	\$1,277,983	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$2,467,357	\$1,396,316	\$1,277,983	\$2,674,299
Pricing Trend	0.6094	0.6021	0.5117	0.6065	0.6036	0.7591	0.7591	0.7591	0.7591	0.7591	0.7591	0.7591	0.6935	0.7612	0.6036	0.6893
Months of Trend	21.0	21.0	21.0	21.0	21.0	21.0	21.0	21.0	21.0	21.0	21.0	21.0	21.0	21.0	21.0	21.0
Trend Factor	0.4203	0.4115	0.3096	0.4168	0.4134	0.6174	0.6174	0.6174	0.6174	0.6174	0.6174	0.6174	0.5270	0.6203	0.4134	0.5214
Rating Period Projected Capitulations	\$489,629	\$2,014	\$24,273	\$12,346	\$528,262	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$1,300,296	\$866,200	\$528,262	\$1,394,462
<b>Rating Period Projected Incurred Claims</b>																
Pricing Trend	1.1100	1.1100	1.0800	1.0800	1.1079	1.0800	1.0800	1.0800	1.0800	1.0800	1.0800	1.0800	1.0931	1.0742	1.1016	1.0927
Months of Trend	21.0	21.0	21.0	21.0	21.0	21.0	21.0	21.0	21.0	21.0	21.0	21.0	21.0	21.0	21.0	21.0
Trend Factor	1.2004	1.2004	1.1442	1.1442	1.1963	1.1442	1.1442	1.1442	1.1442	1.1442	1.1442	1.1442	1.1686	1.1334	1.1844	1.1678
Rating Period Projected Incurred Claims	\$149,021,901	\$392,300	\$8,514,650	\$2,623,344	\$160,552,195	\$21,756,624	\$41,990,943	\$2,402,530	\$234,497	\$643,133	\$45,271,104	\$67,027,728	\$281,478,483	\$95,951,049	\$205,823,299	\$301,774,347
Individual Conversion Subsidy Load	0.05%	0.05%	0.05%	0.05%	0.05%	0.05%	0.05%	0.05%	0.05%	0.05%	0.05%	0.05%	0.05%	0.05%	0.05%	0.05%
Adjusted Rating Period Projected Incurred Claims	\$149,096,412	\$392,496	\$8,518,907	\$2,624,655	\$160,632,471	\$21,767,502	\$42,011,939	\$2,403,732	\$234,615	\$643,454	\$45,293,740	\$67,061,242	\$281,619,222	\$95,999,024	\$205,926,211	\$301,925,235
<b>Loss Ratios</b>																
Experience Period Loss Ratios	76.0%	44.9%	68.7%	71.6%	75.3%	64.0%	92.9%	83.6%	74.2%	93.2%	92.2%	80.7%	75.4%	68.1%	78.6%	74.8%
Rating Period Loss Ratios (without rate change)	98.1%	60.0%	81.5%	83.8%	96.6%	69.2%	100.2%	88.5%	82.3%	100.5%	99.4%	87.1%	93.6%	84.2%	97.2%	92.7%
<b>Retention</b>																
Admin Costs	9.6%	9.6%	9.6%	9.6%	9.6%	11.0%	9.6%	9.6%	9.6%	9.6%	9.6%	10.1%	10.1%	11.0%	9.6%	10.1%
CDH Expenses	0.0%	0.0%	0.7%	1.1%	0.1%	0.1%	0.0%	0.7%	1.1%	1.1%	0.1%	0.1%	0.0%	0.1%	0.1%	0.1%
Broker Commissions	5.3%	5.3%	6.1%	6.4%	5.4%	8.3%	5.3%	6.1%	6.4%	6.4%	6.3%	6.3%	6.3%	8.3%	5.4%	6.3%
Risk Charge	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Contrib to Reserve	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Invst Income Credit	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Premium Tax	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%
Assessment Fees	0.1%	0.1%	0.1%	0.1%	0.1%	0.1%	0.1%	0.1%	0.1%	0.1%	0.1%	0.1%	0.1%	0.1%	0.1%	0.1%
Federal Taxes	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
State Income Tax	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Total Retention	17.0%	17.0%	18.5%	19.2%	17.1%	21.4%	17.0%	18.5%	19.2%	19.2%	17.1%	18.6%	18.4%	21.4%	17.1%	18.5%
DLR	83.0%	83.0%	81.5%	80.8%	82.9%	78.6%	83.0%	81.5%	80.8%	80.8%	82.9%	81.4%	81.6%	78.6%	82.9%	81.5%
Required Revenue	\$179,643,635	\$472,911	\$10,456,409	\$3,248,475	\$193,821,429	\$27,703,271	\$50,619,443	\$2,950,425	\$290,377	\$796,388	\$54,656,634	\$82,359,906	\$345,280,196	\$122,198,657	\$248,478,064	\$370,676,720
Required Rate Change (04/2012 over 01/2012 Rate Level)	18.6%	-27.5%	0.4%	4.1%	17.0%	-11.7%	21.2%	9.0%	2.2%	24.9%	20.4%	7.3%	15.1%	7.6%	17.8%	14.2%
Proposed Rate Change (04/2012 over 01/2012 Rate Level)	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%
Estimated Renewals (04/2012 over 04/2011 based on proposed)	-7.4%	-7.4%	-7.4%	-7.4%	-7.4%	5.8%	5.8%	5.8%	5.8%	5.8%	5.8%	5.8%	-3.4%	-1.6%	-4.5%	-3.5%

Note: Contract Month and Member Month for All Medical and Rx equal those of All Medical.

\* Adjustments for estimated impact of Federal Healthcare reform include +0.2% to all non-CDH medical for removal of preventive cost-shares, +0.05% to POS OA and PPO non-CDH medical for removal of lifetime max, and +3.3% to all medical and drug for allowing dependents to age 26

\*\* Due to the anticipated patent expiration of some highly utilized brand name drugs between the experience period and rating period, an adjustment to drug rebates is needed. This is being handled by reducing the experience period rebates shown on the pricing page by approximately 33%.

CareFirst BlueCross BlueShield (GHMSI)  
DC Small Group Rate Filing Effective 04/2012  
Experience Period Observed, Normalized, and Proposed Rating Trends  
Experience Period : Incurred 07/2010 - 06/2011 & Paid Through 08/2011

	Weights by Incurred Claims	Rolling-12 Observed Trend	Rolling-12 Normalized Trend	Proposed Rating Trend	EP Claims
<b>Medical</b>					
HMO	32.9%	8.3%	7.5%	7.0%	\$21,163,006
HMO OA	11.7%	-9.6%	-8.2%	7.0%	\$7,518,792
OO OA	27.6%	11.1%	11.5%	7.0%	\$17,739,138
POS OA	21.4%	11.1%	10.0%	7.0%	\$13,754,560
POS HPN OA	0.4%	8.0%	1.1%	7.0%	\$235,586
HMO HSA OA	3.6%	-7.3%	-2.0%	11.0%	\$2,332,911
HMO HRA OA	1.1%	21.5%	14.4%	11.0%	\$732,187
POS HSA OA	1.1%	65.3%	56.9%	11.0%	\$700,358
POS HRA OA	0.2%	-26.7%	-20.1%	11.0%	\$130,756
BC Non-CDH	93.9%	7.5%	7.3%	7.0%	\$60,411,081
BC CDH	6.1%	10.5%	11.0%	11.0%	\$3,896,212
<b>BC Total</b>	<b>100.0%</b>	<b>7.7%</b>	<b>7.5%</b>	<b>7.2%</b>	<b>\$64,307,293</b>
PPO	92.5%	10.2%	12.2%	11.0%	\$122,621,833
Indemnity	0.2%	-12.9%	-15.7%	11.0%	\$322,363
PPO HSA	5.6%	-19.3%	-19.5%	8.0%	\$7,368,170
PPO HRA	1.7%	-0.6%	0.8%	8.0%	\$2,265,892
GHMSI CDH	7.3%	-14.9%	-14.7%	8.0%	\$9,634,062
<b>GHMSI Total</b>	<b>100.0%</b>	<b>8.4%</b>	<b>10.1%</b>	<b>10.8%</b>	<b>\$132,578,258</b>
<b>Med BC &amp; GHMSI Total</b>		<b>8.1%</b>	<b>9.3%</b>	<b>9.6%</b>	<b>\$196,885,551</b>
<b>Rx</b>					
BC Non-CDH	30.7%	4.5%	5.4%	8.0%	\$18,094,794
BC HSA	1.3%	3.9%	7.2%	8.0%	\$736,710
BC HRA	0.4%	6.8%	8.1%	8.0%	\$239,520
GHMSI Non-CDH	62.7%	3.8%	7.3%	8.0%	\$36,942,815
GHMSI HSA	3.6%	7.2%	4.0%	8.0%	\$2,124,669
GHMSI HRA	1.3%	13.1%	15.7%	8.0%	\$774,240
BC CDH	1.7%	4.6%	7.4%	8.0%	\$976,231
GHMSI CDH	4.9%	8.7%	7.1%	8.0%	\$2,898,910
BC Total	32.4%	4.5%	5.5%	8.0%	\$19,071,024
GHMSI Total	67.6%	4.1%	7.3%	8.0%	\$39,841,725
Non-CDH Total	93.4%	4.0%	6.7%	8.0%	\$55,037,609
CDH Total	6.6%	7.7%	7.2%	8.0%	\$3,875,140
<b>Rx BC &amp; GHMSI Total</b>	<b>100.0%</b>	<b>4.3%</b>	<b>6.7%</b>	<b>8.0%</b>	<b>\$58,912,749</b>
<b>Medical &amp; Rx</b>					
BC Non-CDH	30.7%	6.4%	6.5%	7.2%	\$78,505,875
BC HSA	1.5%	4.4%	8.8%	10.4%	\$3,769,979
BC HRA	0.4%	7.5%	6.1%	10.4%	\$1,102,463
GHMSI Non-CDH	62.5%	8.6%	10.9%	10.3%	\$159,887,011
GHMSI HSA	3.7%	-14.6%	-15.3%	8.0%	\$9,492,839
GHMSI HRA	1.2%	2.6%	4.2%	8.0%	\$3,040,132
BC CDH	1.9%	5.1%	8.1%	10.4%	\$4,872,443
GHMSI CDH	4.9%	-10.4%	-10.6%	8.0%	\$12,532,971
BC Total	32.6%	6.3%	6.6%	7.4%	\$83,378,318
GHMSI Total	67.4%	7.2%	9.3%	10.2%	\$172,419,982
Non-CDH Total	93.2%	7.9%	9.4%	9.3%	\$238,392,886
CDH Total	6.8%	-6.1%	-5.3%	8.7%	\$17,405,414
<b>All Medical &amp; Rx</b>	<b>100.0%</b>	<b>7.2%</b>	<b>8.7%</b>	<b>9.3%</b>	<b>\$255,798,300</b>
<b>Δ Trend "Margin":</b>				0.6%	

CareFirst BlueCross BlueShield (GHMSI)  
DC Small Group Rate Filing Effective 04/2012  
DLR Derivation  
Experience Period : Incurred 07/2010 - 06/2011 & Paid Through 08/2011

	1		2		3		4		5		6		7		8		9		10
	<div>H.S.A.</div>																		
	Contracts a/o 7/31/09								1,560										
	Member to Contract Ratio								1.96										

<b>H.R.A.</b>										
Contracts a/o 7/31/09										
Member to Contract Ratio										
21	Projected Claims (+ Capitations)						\$537	80.8%	\$3,039,254	
22	Admin Costs						\$ 63.76	9.6%	\$361,115	
23	Broker Commissions & Fees						\$ 42.29	6.4%	\$239,509	
24	Contribute to Reserve						\$0.00	0.0%	\$0	
25	Invest Income Credit						(\$0.00)	0.00%	(\$4)	
26	Premium Taxes						\$13.28	2.0%	\$75,232	
27	Assessment Fees						\$0.76	0.1%	\$4,325	
28	Federal Income Tax						\$0.00	0.0%	\$0	
29	State Income Tax						\$0.00	0.0%	\$0	
30	Risk Charge						\$0.00	0.0%	\$0	
32	SUBTOTAL:						\$657	98.9%	\$3,719,430	
33										
34	CDH Expenses									
35	H.R.A.	Fund Administrator	FlexAmerica	\$4.50	60.5%	\$2.72	\$4.50	\$6.38	1.0%	\$36,157
36		Debit Card	Evolution	\$0.75	60.5%	\$0.45	\$0.75	\$1.06	0.2%	\$6,026
37	WebMD							\$0.00	0.0%	\$0
38	NASCO Fee (Not Applicable)							\$0.00	0.0%	\$0
39	CDH SUBTOTAL:							\$7.45	1.1%	\$42,183
40	SUM:							\$664	100.0%	\$3,761,613

<b>non-CDH</b>									
Contracts a/o 7/31/09	20,930								
Member to Contract Ratio	1.83								
41	Projected Claims (+ Capitations)						\$697	83.0%	\$174,976,646
42	Admin Costs						\$80.58	9.6%	\$20,239,322
43	Broker Commissions & Fees						\$ 44.40	5.3%	\$11,151,589
44	Contribute to Reserve						\$0.00	0.0%	\$0
45	Invest Income Credit						(\$0.00)	0.00%	(\$205)
46	Premium Taxes						\$16.79	2.0%	\$4,216,525
47	Assessment Fees						\$0.97	0.1%	\$242,394
48	Federal Income Tax						\$0.00	0.0%	\$0
49	State Income Tax						\$0.00	0.0%	\$0
50	Risk Charge						\$0.00	0.0%	\$0
52	<b>SUM:</b>						\$839	100.0%	\$210,826,271

<b>TOTAL</b>									
Contracts a/o 7/31/09	22,962								
Member to Contract Ratio	1.84								
53	Projected Claims (+ Capitations)						\$684	82.9%	\$188,474,641
54	Admin Costs						\$79.24	9.6%	\$21,832,830
55	Broker Commissions & Fees						\$44.20	5.4%	\$12,178,344
56	Contribute to Reserve						\$0.00	0.0%	\$0
57	Invest Income Credit						(\$0.00)	0.0%	(\$221)
58	Premium Taxes						\$16.51	2.0%	\$4,548,506
59	Assessment Fees						\$0.95	0.1%	\$261,478
60	Federal Income Tax						\$0.00	0.0%	\$0
61	State Income Tax						\$0.00	0.0%	\$0
62	Risk Charge						\$0.00	0.0%	\$0
64	<b>SUBTOTAL:</b>						\$825	99.9%	\$227,295,578
65									
66	<b>CDH Expenses</b>								
67	H.S.A.	Fund Administrator	FlexAmerica	\$0.17			\$0.17	0.0%	\$47,326
68		Banking Custodian	ACS w/ Mellon	\$0.15			\$0.15	0.0%	\$40,227
69	H.R.A.	Fund Administrator	FlexAmerica	\$0.13			\$0.13	0.0%	\$36,157
70		Debit Card	Evolution	\$0.02			\$0.02	0.0%	\$6,026
71	WebMD						\$0.00	0.0%	\$0
72	NASCO Fee (Not Applicable)						\$0.00	0.0%	\$0
73	<b>CDH SUBTOTAL:</b>						\$0.47	0.1%	\$129,736
74	<b>SUM:</b>						\$825	100.0%	\$227,425,314

CareFirst BlueCross BlueShield (GHMSI)  
DC Small Group Rate Filing Effective 04/2012  
Development of Normalized Trends  
Experience Period : Incurred 07/2010 - 06/2011 & Paid Through 08/2011  
Med PPO

(a)	(b)	(c)	(d)	(e)	(f)	(g)	(h)	(i)	(j)	(k)	(l)	(m)	(n)	(o)	(p)	(q)	(r)	(s)	(t)	(u)		
Current Rate Level			12/2009				=(e)/(f)						=(d)/(c)				=(d) x (m)	=(n)/(c)				
Date	Contract	Member	Revenue	Incurred&Pd Claims	Compl. Factor	IBNR	Estimated Incurred Claims	Monthly Loss Ratio	Rolling-12 Loss Ratio	Monthly PMPM	Rolling-12 PMPM	Monthly Observed Trend	Rolling-12 Trend	Income Adj. Factor	Income at Current Rates	PMPM	Monthly Trend	Mix Factor	Monthly PMPM	Rolling-12 PMPM	Monthly Observed Trend	Rolling- 12 Trend
200707	25,929	45,493	\$12,358,641	\$9,249,907	1.0000	\$0	\$9,249,907	74.8%		\$203.33				1.3119	\$16,213,789	\$356.40		1.0809	\$188.11			
200708	26,668	46,631	\$12,604,529	\$11,971,089	1.0000	\$0	\$11,971,089	95.0%		\$256.72				1.3051	\$16,450,146	\$352.77	-1.0%	1.0699	\$239.95			
200709	26,691	46,736	\$12,804,018	\$9,053,046	1.0000	\$0	\$9,053,046	70.7%		\$193.71				1.2998	\$16,642,427	\$356.09	0.9%	1.0800	\$179.36			
200710	26,903	46,923	\$12,816,951	\$10,604,345	1.0000	\$0	\$10,604,345	82.7%		\$225.99				1.2979	\$16,634,507	\$354.51	-0.4%	1.0752	\$210.20			
200711	27,161	47,618	\$12,970,952	\$10,631,482	1.0000	\$0	\$10,631,482	82.0%		\$223.27				1.2926	\$16,766,332	\$352.10	-0.7%	1.0679	\$209.08			
200712	27,001	47,596	\$13,386,432	\$10,298,557	1.0000	\$0	\$10,298,557	76.9%		\$216.37				1.2882	\$17,243,780	\$362.29	2.9%	1.0988	\$196.92			
200801	26,977	47,271	\$13,050,144	\$11,492,952	1.0000	\$0	\$11,492,952	88.1%		\$243.13				1.2750	\$16,639,231	\$352.00	-2.8%	1.0675	\$227.75			
200802	26,882	47,236	\$13,025,975	\$10,910,951	1.0000	\$0	\$10,910,951	83.8%		\$230.99				1.2752	\$16,610,218	\$351.64	-0.1%	1.0665	\$216.59			
200803	26,764	47,085	\$13,005,796	\$10,077,065	1.0000	\$0	\$10,077,065	77.5%		\$214.02				1.2717	\$16,539,116	\$351.26	-0.1%	1.0653	\$200.90			
200804	27,341	48,011	\$13,379,043	\$10,397,021	1.0000	\$0	\$10,397,021	77.7%		\$216.55				1.2648	\$16,922,070	\$352.46	0.3%	1.0690	\$202.59			
200805	27,082	47,633	\$13,257,870	\$10,682,669	1.0000	\$0	\$10,682,669	80.6%		\$224.27				1.2552	\$16,641,724	\$349.37	-0.9%	1.0596	\$211.66			
200806	27,746	48,514	\$13,613,061	\$10,336,851	1.0000	\$0	\$10,336,851	75.9%	80.4%	\$213.07	\$221.80			1.2492	\$17,005,466	\$350.53	0.3%	1.0631	\$200.43	\$206.92		
200807	27,213	47,657	\$13,472,773	\$11,397,284	1.0000	\$0	\$11,397,284	84.6%	81.2%	\$239.15	\$224.73	17.6%		1.2350	\$16,639,338	\$349.15	-0.4%	1.0589	\$225.85	\$210.01	20.1%	
200808	27,244	47,658	\$13,482,298	\$10,520,125	1.0000	\$0	\$10,520,125	78.0%	79.9%	\$220.74	\$221.78	-14.0%		1.2350	\$16,651,065	\$349.39	0.1%	1.0596	\$208.32	\$207.42	-13.2%	
200809	27,139	47,827	\$13,607,578	\$10,860,371	1.0000	\$0	\$10,860,371	79.8%	80.6%	\$227.08	\$224.52	17.2%		1.2235	\$16,648,268	\$348.09	-0.4%	1.0557	\$215.09	\$210.38	19.9%	
200810	26,551	46,882	\$13,451,613	\$11,327,258	1.0000	\$0	\$11,327,258	84.2%	80.7%	\$241.61	\$225.81	6.9%		1.2122	\$16,305,821	\$347.81	-0.1%	1.0548	\$229.05	\$211.91	9.0%	
200811	26,782	46,975	\$13,570,023	\$10,035,372	1.0000	\$70	\$10,035,442	74.0%	80.1%	\$213.63	\$225.02	-4.3%		1.2007	\$16,294,176	\$346.87	-0.3%	1.0520	\$203.08	\$211.43	-2.9%	
200812	26,104	46,264	\$13,478,474	\$10,342,863	1.0000	\$255	\$10,343,118	76.7%	80.0%	\$223.57	\$225.62	3.3%		1.1817	\$15,927,065	\$344.26	-0.8%	1.0441	\$214.13	\$212.91	8.7%	
200901	24,858	43,744	\$13,488,580	\$11,577,944	0.9997	\$3,807	\$11,581,751	85.9%	79.9%	\$264.76	\$227.18	8.9%		1.1598	\$15,643,842	\$357.62	3.9%	1.0846	\$244.11	\$214.12	7.2%	
200902	24,945	44,232	\$13,272,172	\$10,551,223	0.9996	\$3,709	\$10,554,931	79.5%	79.5%	\$238.63	\$227.77	3.3%		1.1507	\$15,272,510	\$345.28	-3.5%	1.0472	\$227.88	\$214.98	5.2%	
200903	25,303	45,045	\$13,535,244	\$11,716,039	0.9996	\$4,619	\$11,720,657	86.6%	80.3%	\$260.20	\$231.53	21.6%		1.1340	\$15,349,440	\$340.76	-1.3%	1.0335	\$251.77	\$217.07	25.3%	
200904	24,307	42,895	\$13,171,310	\$10,592,106	0.9995	\$4,831	\$10,596,938	80.5%	80.5%	\$247.04	\$234.02	14.1%		1.1181	\$14,726,901	\$343.32	0.8%	1.0412	\$237.26	\$221.90	17.1%	
200905	23,766	42,044	\$13,003,209	\$10,142,031	0.9995	\$5,536	\$10,147,567	78.0%	80.3%	\$241.36	\$235.43	7.6%		1.1062	\$14,383,959	\$342.12	-0.4%	1.0376	\$232.61	\$223.60	9.9%	
200906	24,374	43,473	\$13,599,769	\$10,607,439	0.9994	\$6,316	\$10,613,755	78.0%	80.5%	\$244.15	\$238.11	14.6%	7.4%	1.0855	\$14,762,125	\$339.57	-0.7%	1.0299	\$237.07	\$226.75	18.3%	9.6%
200907	23,407	41,959	\$13,255,217	\$9,973,987	0.9994	\$6,102	\$9,980,089	75.3%	79.7%	\$237.85	\$238.00	-0.5%	5.9%	1.0688	\$14,167,122	\$337.64	-0.6%	1.0240	\$232.28	\$227.25	2.8%	8.2%
200908	24,062	42,711	\$13,643,299	\$9,955,863	0.9993	\$6,920	\$9,962,783	73.0%	79.3%	\$233.26	\$239.16	5.7%	7.8%	1.0558	\$14,404,093	\$337.25	-0.1%	1.0228	\$228.06	\$229.02	9.5%	10.4%
200909	22,908	40,941	\$13,298,436	\$10,583,298	0.9993	\$7,830	\$10,591,128	79.6%	79.3%	\$258.69	\$241.78	13.9%	7.7%	1.0373	\$13,794,541	\$336.94	-0.1%	1.0219	\$253.16	\$232.14	17.7%	10.3%
200910	22,972	40,949	\$13,381,706	\$10,157,839	0.9992	\$7,764	\$10,165,603	76.0%	78.6%	\$248.25	\$242.30	2.7%	7.3%	1.0363	\$13,867,291	\$338.65	0.5%	1.0271	\$241.71	\$233.17	5.5%	10.0%
200911	23,002	40,988	\$13,544,797	\$9,267,096	0.9992	\$7,147	\$9,274,243	68.5%	78.1%	\$226.27	\$243.64	5.9%	8.3%	1.0181	\$13,789,676	\$336.43	-0.7%	1.0203	\$221.76	\$235.06	9.2%	11.2%
200912	22,232	39,806	\$13,311,391	\$9,049,812	0.9989	\$10,137	\$9,059,949	68.1%	77.4%	\$227.60	\$244.21	1.8%	8.2%	1.0002	\$13,314,347	\$334.48	-0.6%	1.0144	\$224.37	\$236.16	4.8%	10.9%
201001	22,736	40,459	\$13,640,278	\$9,134,783	0.9986	\$12,588	\$9,147,370	67.1%	75.8%	\$226.09	\$240.98	-14.6%	6.1%	0.9865	\$13,456,409	\$332.59	-0.6%	1.0087	\$224.14	\$234.49	-8.2%	9.5%
201002	21,786	38,910	\$13,441,411	\$9,125,927	0.9984	\$15,078	\$9,141,005	68.0%	74.9%	\$234.93	\$240.72	-1.6%	5.7%	0.9782	\$13,148,938	\$337.93	1.6%	1.0249	\$229.22	\$234.68	0.6%	9.2%
201003	22,136	39,458	\$13,623,446	\$10,729,785	0.9983	\$18,648	\$10,748,433	78.9%	74.2%	\$272.40	\$241.47	4.7%	4.3%	0.9750	\$13,282,592	\$336.63	-0.4%	1.0209	\$266.82	\$235.66	6.0%	7.6%
201004	22,120	39,327	\$13,693,313	\$9,598,407	0.9962	\$36,871	\$9,635,277	70.4%	73.4%	\$245.00	\$241.27	-0.8%	3.1%	0.9657	\$13,223,225	\$336.24	-0.1%	1.0197	\$240.26	\$235.89	1.3%	6.3%
201005	21,504	38,349	\$13,373,669	\$9,694,740	0.9953	\$45,546	\$9,740,286	72.8%	73.0%	\$253.99	\$242.26	5.2%	2.9%	0.9629	\$12,877,494	\$335.80	-0.1%	1.0184	\$249.40	\$237.24	7.2%	6.1%
201006	22,082	39,321	\$13,772,183	\$9,402,598	0.9946	\$51,090	\$9,453,688	68.6%	72.2%	\$240.42	\$241.94	-1.5%	1.6%	0.9567	\$13,175,693	\$335.08	-0.2%	1.0162	\$236.58	\$237.20	-0.2%	4.6%
201007	21,134	37,881	\$13,467,096	\$9,976,585	0.9944	\$56,243	\$10,032,828	74.5%	72.1%	\$264.85	\$244.11	11.4%	2.6%	0.9523	\$12,824,051	\$338.54	1.0%	1.0267	\$257.96	\$239.28	11.1%	5.3%
201008	21,581	39,033	\$13,735,579	\$10,546,654	0.9924	\$81,125	\$10,627,780	77.4%	72.5%	\$272.28	\$247.40	16.7%	3.4%	0.9482	\$13,024,357	\$333.68	-1.4%	1.0120	\$269.05	\$242.72	18.0%	6.0%
201009	21,202	38,435	\$13,585,470	\$9,660,503	0.9903	\$94,414	\$9,754,917	71.8%	71.8%	\$253.80	\$246.94	-1.9%	2.1%	0.9398	\$12,767,859	\$332.19	-0.4%	1.0075	\$251.92	\$242.55	-0.5%	4.5%
201010	20,948	38,093	\$13,489,967	\$10,308,731	0.9879	\$126,470	\$10,435,202	77.4%	72.0%	\$273.94	\$249.01	10.3%	2.8%	0.9365	\$12,633,073	\$331.64	-0.2%	1.0058	\$272.36	\$245.02	12.7%	5.1%
201011	21,304	38,610	\$13,788,877	\$9,832,238	0.9860	\$139,400	\$9,971,638	72.3%	72.3%	\$258.27	\$251.77	14.1%	3.3%	0.9324	\$12,857,079	\$333.00	0.4%	1.0099	\$255.73	\$247.95	15.3%	5.5%
201012	21,201	38,806	\$13,765,977	\$9,194,026	0.9813	\$175,565	\$9,369,590	68.1%	72.3%	\$241.45	\$252.97	6.1%	3.6%	0.9263	\$12,751,742	\$328.60	-1.3%	0.9966	\$242.27	\$249.49	8.0%	5.6%
201101	20,852	38,219	\$13,745,136	\$9,373,445	0.9760	\$230,378	\$9,603,823	69.9%	72.5%	\$251.28	\$255.18	11.1%	5.9%	0.9116	\$12,530,057	\$327.85	-0.2%	0.9943	\$252.72	\$251.96	12.8%	7.4%
201102	20,593	37,556	\$13,581,503	\$9,134,491	0.9677	\$305,167	\$9,439,659	69.5%	72.6%	\$251.35	\$256.57	7.0%	6.6%	0.9084	\$12,336,986	\$328.50	0.2%	0.9963	\$252.29	\$253.92	10.1%	8.2%
201103	20,805	38,165	\$13,827,831	\$11,340,571	0.9727	\$318,145	\$11,658,716	84.3%	73.1%	\$305.48	\$259.26	12.1%	7.4%	0.9021	\$12,474,753	\$326.86	-0.5%	0.9913	\$308.16	\$257.21	15.5%	9.1%
201104	20,889	38,389	\$13,902,755	\$10,204,532	0.9520	\$514,773	\$10,719,305	77.1%	73.6%	\$279.23	\$262.14	14.0%	8.7%	0.9057	\$12,591,981	\$328.01	0.4%	0.9948	\$280.69	\$260.61	16.8%	10.5%
201105	20,814	38,245	\$13,787,419	\$10,198,937	0.9187	\$902,466	\$11,101,403	80.5%	74.3%	\$290.27	\$265.15	14.3%	9.4%	0.9108	\$12,558,260	\$328.36	0.1%	0.9959	\$291.48	\$264.10	16.9%	11.3%
201106	20,828	38,329	\$13,766,919	\$9,037,409	0.9122	\$869,564	\$9,906,973	72.0%	74.6%	\$258.47	\$266.71	7.5%	10.2%	0.9180	\$12,638,062	\$329.73	0.4%	1.0000	\$258.47	\$266.02	9.3%	12.2%
201107	20,730	38,027	\$13,654,384	\$7,402,																		

CareFirst BlueCross BlueShield (GHMSI)  
DC Small Group Rate Filing Effective 04/2012  
Development of Normalized Trends  
Experience Period : Incurred 07/2010 - 06/2011 & Paid Through 08/2011  
Med Indemnity

(a)	(b)	(c)	(d)	(e)	(f)	(g)	(h)	(i)	(j)	(k)	(l)	(m)	(n)	(o)	(p)	(q)	(r)	(s)	(t)	(u)		
Current Rate Level			12/2009				=(h)/(f)	=(h)/(c)					=(d) x (m)	=(n)/(c)			=(i)/(g)					
Date	Contract	Member	Revenue	Incurred&Pd Claims	Compl. Factor	IBNR	Estimated Incurred Claims	Monthly Loss Ratio	Rolling-12 Loss Ratio	Monthly PMPM	Rolling-12 PMPM	Monthly Observed Trend	Rolling-12 Trend	Income Adjst. Factor	Income at Current Rates	PMPM	Monthly Trend	Mix Factor	Monthly PMPM	Rolling-12 PMPM	Monthly Observed Trend	Rolling-12 Trend
200707	129	237	\$79,989	\$52,687	1.0000	\$0	\$52,687	65.9%		\$222.31				1.1537	\$92,287	\$389.40		1.1347	\$195.92			
200708	128	234	\$77,246	\$37,047	1.0000	\$0	\$37,047	48.0%		\$158.32				1.1510	\$88,911	\$379.96	-2.4%	1.1072	\$142.99			
200709	127	232	\$77,509	\$15,243	1.0000	\$0	\$15,243	19.7%		\$65.70				1.1494	\$89,087	\$383.99	1.1%	1.1189	\$58.72			
200710	133	244	\$83,548	\$19,819	1.0000	\$0	\$19,819	23.7%		\$81.23				1.1294	\$94,357	\$386.71	0.7%	1.1268	\$72.08			
200711	126	235	\$79,471	\$22,169	1.0000	\$0	\$22,169	27.9%		\$94.33				1.1176	\$88,816	\$377.94	-2.3%	1.1013	\$85.66			
200712	140	248	\$87,309	\$35,512	1.0000	\$0	\$35,512	40.7%		\$143.19				1.1076	\$96,708	\$389.95	3.2%	1.1363	\$126.02			
200801	130	236	\$82,703	\$59,385	1.0000	\$0	\$59,385	71.8%		\$251.63				1.1104	\$91,835	\$389.13	-0.2%	1.1339	\$221.92			
200802	126	231	\$80,140	\$26,627	1.0000	\$0	\$26,627	33.2%		\$115.27				1.1067	\$88,688	\$383.93	-1.3%	1.1188	\$103.03			
200803	129	237	\$82,762	\$117,624	1.0000	\$0	\$117,624	142.1%		\$496.31				1.1022	\$91,217	\$384.88	0.2%	1.1215	\$442.53			
200804	123	241	\$78,424	\$58,553	1.0000	\$0	\$58,553	74.7%		\$242.96				1.0983	\$86,134	\$357.40	-7.1%	1.0414	\$233.29			
200805	126	233	\$80,422	\$44,791	1.0000	\$0	\$44,791	55.7%		\$192.24				1.0920	\$87,821	\$376.91	5.5%	1.0983	\$175.03			
200806	114	203	\$71,733	\$22,317	1.0000	\$0	\$22,317	31.1%	53.2%	\$109.94	\$182.06			1.1145	\$79,949	\$393.84	4.5%	1.1476	\$95.80	\$163.25		
200807	118	213	\$70,997	\$33,914	1.0000	\$0	\$33,914	47.8%	51.8%	\$159.22	\$176.89	-28.4%		1.0803	\$76,700	\$360.10	-8.6%	1.0493	\$151.74	\$159.58	-22.6%	
200808	126	223	\$79,275	\$48,099	1.0000	\$0	\$48,099	60.7%	52.8%	\$215.69	\$181.58	36.2%		1.0548	\$83,619	\$374.97	4.1%	1.0927	\$197.40	\$163.97	38.0%	
200809	118	206	\$70,220	\$24,971	1.0000	(\$0)	\$24,971	35.6%	54.3%	\$121.22	\$186.83	84.5%		1.0571	\$74,229	\$360.34	-3.9%	1.0500	\$115.44	\$169.52	96.6%	
200810	98	156	\$56,985	\$31,307	1.0000	\$0	\$31,307	54.9%	57.1%	\$200.68	\$197.32	147.1%		1.0541	\$60,069	\$385.06	6.9%	1.1220	\$178.86	\$179.22	148.1%	
200811	109	193	\$66,509	\$30,358	1.0000	\$0	\$30,359	45.6%	58.8%	\$157.30	\$203.61	66.7%		1.0353	\$68,857	\$356.77	-7.3%	1.0396	\$151.31	\$185.70	76.6%	
200812	108	187	\$65,376	\$17,241	1.0000	\$0	\$17,241	26.4%	58.2%	\$92.20	\$201.32	-35.6%		1.0225	\$66,844	\$357.46	0.2%	1.0416	\$88.52	\$184.95	-29.8%	
200901	108	186	\$65,585	\$38,156	0.9997	\$13	\$38,168	58.2%	56.9%	\$205.20	\$196.88	-18.5%		1.0091	\$66,179	\$355.80	-0.5%	1.0368	\$197.92	\$182.22	-10.8%	
200902	110	188	\$63,867	\$33,553	0.9996	\$12	\$33,564	52.6%	58.8%	\$178.53	\$203.13	54.9%		0.9975	\$63,709	\$338.88	-4.8%	0.9875	\$180.80	\$189.88	75.5%	
200903	106	182	\$60,543	\$23,876	0.9996	\$9	\$23,885	39.5%	49.1%	\$131.24	\$168.88	-73.6%		0.9923	\$60,076	\$330.09	-2.6%	0.9619	\$136.44	\$159.84	-69.2%	
200904	106	187	\$61,975	\$32,822	0.9995	\$15	\$32,837	53.0%	46.9%	\$175.60	\$161.84	-27.7%		0.9983	\$61,870	\$330.85	0.2%	0.9641	\$182.14	\$154.02	-21.9%	
200905	107	185	\$64,641	\$28,571	0.9995	\$16	\$28,586	44.2%	45.8%	\$154.52	\$158.18	-19.6%		0.9710	\$62,769	\$339.29	2.6%	0.9887	\$156.29	\$151.96	-10.7%	
200906	105	183	\$64,018	\$47,574	0.9994	\$28	\$47,602	74.4%	49.4%	\$260.12	\$170.61	136.6%	-6.3%	0.9768	\$62,534	\$341.72	0.7%	0.9957	\$261.23	\$165.98	172.7%	1.7%
200907	104	178	\$63,800	\$43,865	0.9994	\$27	\$43,892	68.8%	51.2%	\$246.58	\$177.69	54.9%	0.5%	0.9593	\$61,204	\$343.84	0.6%	1.0019	\$246.11	\$173.55	62.2%	8.8%
200908	110	187	\$65,587	\$32,049	0.9993	\$22	\$32,071	48.9%	50.0%	\$171.50	\$173.35	-20.5%	-4.5%	0.9424	\$61,811	\$330.54	-3.9%	0.9632	\$178.06	\$171.32	-9.8%	4.5%
200909	103	177	\$63,680	\$31,858	0.9993	\$24	\$31,882	50.1%	51.3%	\$180.12	\$178.80	48.6%	-4.3%	0.9575	\$60,973	\$344.48	4.2%	1.0038	\$179.44	\$177.46	55.4%	4.7%
200910	89	157	\$55,030	\$49,522	0.9992	\$38	\$49,559	90.1%	53.9%	\$315.67	\$187.05	57.3%	-5.2%	0.9556	\$52,586	\$334.94	-2.8%	0.9760	\$323.42	\$187.59	80.8%	4.7%
200911	100	170	\$60,369	\$29,981	0.9992	\$23	\$30,004	49.7%	54.2%	\$176.49	\$188.87	12.2%	-7.2%	0.9394	\$56,711	\$333.60	-0.4%	0.9721	\$181.56	\$190.51	20.0%	2.6%
200912	94	160	\$57,965	\$23,633	0.9989	\$26	\$23,659	40.8%	55.6%	\$147.87	\$194.26	60.4%	-3.5%	0.9229	\$53,496	\$334.35	0.2%	0.9743	\$151.78	\$197.07	71.5%	6.6%
201001	91	157	\$57,518	\$23,800	0.9986	\$33	\$23,833	41.4%	54.3%	\$151.80	\$190.13	-26.0%	-3.4%	0.9191	\$52,865	\$336.72	0.7%	0.9812	\$154.71	\$193.84	-21.8%	6.4%
201002	92	158	\$57,706	\$30,055	0.9984	\$50	\$30,105	52.2%	54.3%	\$190.54	\$191.21	6.7%	-5.9%	0.9152	\$52,813	\$334.26	-0.7%	0.9740	\$195.62	\$195.16	8.2%	2.8%
201003	113	209	\$77,180	\$36,481	0.9983	\$63	\$36,545	47.3%	54.8%	\$174.85	\$194.77	33.2%	15.3%	0.9184	\$70,884	\$339.16	1.5%	0.9883	\$176.93	\$198.31	29.7%	24.1%
201004	95	167	\$62,349	\$58,439	0.9962	\$224	\$58,663	94.1%	58.2%	\$351.28	\$209.00	100.0%	29.1%	0.9202	\$57,375	\$343.56	1.3%	1.0011	\$350.88	\$212.12	92.6%	37.7%
201005	86	156	\$52,643	\$19,795	0.9953	\$93	\$19,888	37.8%	58.0%	\$127.48	\$207.72	-17.5%	31.3%	0.9039	\$47,583	\$305.02	-11.2%	0.8888	\$143.43	\$212.46	-8.2%	39.8%
201006	94	163	\$59,932	\$18,497	0.9946	\$101	\$18,598	31.0%	54.3%	\$114.10	\$195.54	-56.1%	14.6%	0.9020	\$54,061	\$331.67	8.7%	0.9665	\$118.06	\$200.52	-54.8%	20.8%
201007	99	185	\$71,293	\$12,668	0.9944	\$71	\$12,740	17.9%	49.6%	\$68.86	\$179.64	-72.1%	1.1%	0.9043	\$64,472	\$348.50	5.1%	1.0155	\$67.81	\$183.97	-72.4%	6.0%
201008	89	161	\$62,174	\$17,609	0.9924	\$135	\$17,745	28.5%	47.9%	\$110.22	\$174.86	-35.7%	0.9%	0.8862	\$55,098	\$342.22	-1.8%	0.9972	\$110.52	\$178.54	-37.9%	4.2%
201009	92	173	\$66,986	\$13,194	0.9903	\$129	\$13,323	19.9%	45.2%	\$77.01	\$166.00	-57.2%	-7.2%	0.9049	\$60,613	\$350.36	2.4%	1.0209	\$75.43	\$169.25	-58.0%	-4.6%
201010	82	144	\$54,110	\$19,204	0.9879	\$236	\$19,440	35.9%	41.1%	\$135.00	\$152.04	-57.2%	-18.7%	0.8880	\$48,050	\$333.68	-4.8%	0.9723	\$138.84	\$155.06	-57.1%	-17.3%
201011	86	177	\$69,158	\$18,731	0.9860	\$266	\$18,996	27.5%	39.2%	\$107.32	\$146.04	-39.2%	-22.7%	0.8904	\$61,579	\$347.91	4.3%	1.0138	\$105.87	\$148.38	-41.7%	-22.1%
201012	88	164	\$63,630	\$52,198	0.9813	\$997	\$53,195	83.6%	42.8%	\$324.36	\$160.41	119.4%	-17.4%	0.8856	\$56,351	\$343.60	-1.2%	1.0012	\$323.96	\$162.63	113.4%	-17.5%
201101	85	165	\$62,464	\$32,018	0.9760	\$787	\$32,805	52.5%	43.7%	\$198.82	\$164.21	31.0%	-13.6%	0.8843	\$55,234	\$334.75	-2.6%	0.9754	\$203.82	\$166.57	31.7%	-14.1%
201102	83	155	\$61,436	\$19,600	0.9677	\$655	\$20,255	33.0%	42.2%	\$130.68	\$159.58	-31.4%	-16.5%	0.8838	\$54,295	\$350.29	4.6%	1.0207	\$128.02	\$161.27	-34.6%	-17.4%
201103	80	145	\$59,748	\$21,644	0.9727	\$607	\$22,251	37.2%	41.3%	\$153.46	\$157.49	-12.2%	-19.1%	0.8785	\$52,487	\$361.98	3.3%	1.0548	\$145.49	\$158.37	-17.8%	-20.1%
201104	78	141	\$55,896	\$42,017	0.9520	\$2,120	\$44,137	79.0%	39.7%	\$313.03	\$152.09	-10.9%	-27.2%	0.8870	\$49,581	\$351.64	-2.9%	1.0247	\$305.50	\$152.68	-12.9%	-28.0%
201105	77	141	\$54,101	\$36,147	0.9187	\$3,199	\$39,346	72.7%	42.2%	\$279.05	\$163.44	118.9%	-21.3%	0.8974	\$48,551	\$344.34	-2.1%	1.0034	\$278.11	\$162.57	93.9%	-23.5%
201																						



CareFirst BlueCross BlueShield (GHMSI)  
DC Small Group Rate Filing Effective 04/2012  
Development of Normalized Trends  
Experience Period : Incurred 07/2010 - 06/2011 & Paid Through 08/2011  
Med PPO HSA

(a)	(b)	(c)	(d)	(e)	(f)	(g)	(h)	(i)	(j)	(k)	(l)	(m)	(n)	(o)	(p)	(q)	(r)	(s)	(t)	(u)						
Current Rate Level			12/2009						=(h)/(f)				=(h)/(c)				=(d) x (m)				=(n)/(c)		=(i)/(q)			
			Incurred Claims										Revenue at Current Rate Level				Normalized Incurred Claims									
Date	Contract	Member	Revenue	Incurred&Pd Claims	Compl. Factor	IBNR	Estimated Incurred Claims	Monthly Loss Ratio	Rolling-12 Loss Ratio	Monthly PMPM	Rolling-12 PMPM	Monthly Observed Trend	Rolling-12 Trend	Income Adjust. Factor	Income at Current Rates	PMPM	Monthly Trend	Mix Factor	Monthly PMPM	Rolling-12 PMPM	Monthly Observed Trend	Rolling-12 Trend				
200707	353	641	\$115,957	\$132,567	1.0000	\$0	\$132,567	114.3%		\$206.81				1.4585	\$169,119	\$263.84		0.9246	\$223.68							
200708	364	702	\$129,081	\$91,613	1.0000	\$0	\$91,613	71.0%		\$130.50				1.5464	\$199,606	\$284.34	7.8%	0.9965	\$130.97							
200709	547	1,125	\$187,466	\$221,597	1.0000	\$0	\$221,597	118.2%		\$196.98				1.5235	\$285,601	\$253.87	-10.7%	0.8897	\$221.40							
200710	438	855	\$150,490	\$126,822	1.0000	\$0	\$126,822	84.3%		\$148.33				1.5345	\$230,923	\$270.08	6.4%	0.9465	\$156.71							
200711	426	825	\$146,293	\$242,866	1.0000	\$0	\$242,866	166.0%		\$294.38				1.5295	\$223,760	\$271.22	0.4%	0.9505	\$309.71							
200712	450	847	\$148,854	\$137,975	1.0000	\$0	\$137,975	92.7%		\$162.90				1.4695	\$218,748	\$258.26	-4.8%	0.9051	\$179.98							
200801	478	898	\$162,795	\$104,195	1.0000	\$0	\$104,195	64.0%		\$116.03				1.4934	\$243,124	\$270.74	4.8%	0.9488	\$122.29							
200802	723	1,349	\$235,320	\$184,674	1.0000	\$0	\$184,674	78.5%		\$136.90				1.4754	\$347,187	\$257.37	-4.9%	0.9019	\$151.78							
200803	667	1,297	\$240,835	\$178,357	1.0000	\$0	\$178,357	74.1%		\$137.52				1.4358	\$345,785	\$266.60	3.6%	0.9343	\$147.18							
200804	645	1,235	\$228,618	\$165,901	1.0000	\$0	\$165,901	72.6%		\$134.33				1.4716	\$336,436	\$272.42	2.2%	0.9547	\$140.71							
200805	767	1,461	\$271,520	\$214,494	1.0000	\$0	\$214,494	79.0%		\$146.81				1.4547	\$394,990	\$270.36	-0.8%	0.9475	\$154.95							
200806	868	1,743	\$309,608	\$211,324	1.0000	\$0	\$211,324	68.3%	86.5%	\$121.24	\$155.06			1.4544	\$450,286	\$258.34	-4.4%	0.9053	\$133.92	\$166.66						
200807	980	1,997	\$365,999	\$278,896	1.0000	\$0	\$278,896	76.2%	83.8%	\$139.66	\$150.60	-32.5%		1.6186	\$592,389	\$296.64	14.8%	1.0396	\$134.34	\$159.22	-39.9%					
200808	1,042	2,118	\$403,358	\$382,499	1.0000	\$0	\$382,499	94.8%	85.9%	\$180.59	\$155.53	38.4%		1.4797	\$596,868	\$281.81	-5.0%	0.9876	\$182.86	\$163.85	39.6%					
200809	1,058	2,090	\$390,597	\$356,666	1.0000	\$0	\$356,666	91.3%	84.6%	\$170.65	\$154.63	-13.4%		1.4645	\$572,045	\$273.71	-2.9%	0.9592	\$177.91	\$162.00	-19.6%					
200810	1,203	2,376	\$470,473	\$324,337	1.0000	\$0	\$324,337	68.9%	82.5%	\$136.51	\$152.57	-8.0%		1.4585	\$686,178	\$288.80	5.5%	1.0121	\$134.88	\$158.53	-13.9%					
200811	1,208	2,398	\$465,485	\$400,554	1.0000	\$0	\$400,554	86.1%	79.6%	\$167.04	\$148.41	-43.3%		1.4363	\$668,590	\$278.81	-3.5%	0.9771	\$170.95	\$153.85	-44.8%					
200812	1,251	2,486	\$491,432	\$614,867	0.9999	\$54	\$614,921	125.1%	84.7%	\$247.35	\$159.31	51.8%		1.4366	\$705,979	\$283.98	1.9%	0.9952	\$248.54	\$164.14	38.1%					
200901	1,267	2,450	\$491,773	\$355,819	0.9998	\$57	\$355,876	72.4%	84.0%	\$145.26	\$159.50	25.2%		1.3887	\$682,902	\$278.74	-1.8%	0.9768	\$148.70	\$164.09	21.6%					
200902	1,579	3,151	\$654,717	\$515,186	0.9995	\$268	\$515,454	78.7%	83.6%	\$163.58	\$161.25	19.5%		1.3117	\$858,824	\$272.56	-2.2%	0.9552	\$171.26	\$165.60	12.8%					
200903	1,396	2,764	\$602,056	\$463,121	0.9995	\$242	\$463,364	77.0%	83.3%	\$167.64	\$163.09	21.9%		1.3421	\$808,002	\$292.33	7.3%	1.0245	\$163.64	\$166.25	11.2%					
200904	1,483	2,914	\$621,906	\$552,843	0.9995	\$291	\$553,134	88.9%	84.3%	\$189.82	\$167.15	41.3%		1.3293	\$826,678	\$283.69	-3.0%	0.9942	\$190.93	\$169.95	35.7%					
200905	1,692	3,269	\$705,131	\$797,436	0.9995	\$427	\$797,863	113.2%	88.0%	\$244.07	\$176.60	66.2%		1.2617	\$889,650	\$272.15	-4.1%	0.9537	\$255.91	\$179.83	65.2%					
200906	1,636	3,226	\$695,468	\$945,843	0.9994	\$533	\$946,377	136.1%	94.2%	\$293.36	\$191.75	142.0%	23.7%	1.2467	\$867,019	\$268.76	-1.2%	0.9419	\$311.47	\$195.23	132.6%	17.1%				
200907	1,606	3,176	\$723,586	\$953,855	0.9994	\$548	\$954,403	131.9%	99.2%	\$300.50	\$205.61	115.2%	36.5%	1.2272	\$888,008	\$279.60	4.0%	0.9799	\$306.68	\$210.15	128.3%	32.0%				
200908	1,639	3,174	\$765,837	\$838,241	0.9987	\$1,054	\$839,295	109.6%	100.6%	\$264.43	\$212.77	46.4%	36.8%	1.2065	\$923,963	\$291.10	4.1%	1.0202	\$259.20	\$216.72	41.7%	32.3%				
200909	1,670	3,262	\$803,974	\$859,198	0.9987	\$1,086	\$860,284	107.0%	101.8%	\$263.73	\$220.11	54.5%	42.3%	1.1614	\$933,751	\$286.25	-1.7%	1.0032	\$262.90	\$223.42	47.8%	37.9%				
200910	1,636	3,292	\$803,148	\$591,309	0.9981	\$1,097	\$592,406	73.8%	100.9%	\$179.95	\$221.98	31.8%	45.5%	1.1393	\$915,032	\$277.96	-2.9%	0.9741	\$184.74	\$225.97	37.0%	42.5%				
200911	1,797	3,522	\$897,257	\$1,056,068	0.9980	\$2,137	\$1,058,204	117.9%	103.6%	\$300.46	\$233.10	79.9%	57.1%	1.0974	\$984,631	\$279.57	0.6%	0.9797	\$306.67	\$237.27	79.4%	54.2%				
200912	1,624	3,329	\$841,840	\$601,269	0.9979	\$1,266	\$602,534	71.6%	99.2%	\$181.00	\$227.54	-26.8%	42.8%	1.0970	\$923,524	\$277.42	-0.8%	0.9722	\$186.17	\$232.02	-25.1%	41.4%				
201001	1,513	3,005	\$827,243	\$536,362	0.9979	\$1,139	\$537,501	65.0%	97.5%	\$178.87	\$228.99	23.1%	43.6%	1.0768	\$890,750	\$296.42	6.9%	1.0388	\$172.19	\$232.35	15.8%	41.6%				
201002	1,617	3,192	\$882,988	\$373,316	0.9978	\$813	\$374,128	42.4%	93.6%	\$117.21	\$225.04	-28.4%	39.6%	1.0283	\$907,946	\$284.44	-4.0%	0.9968	\$117.58	\$227.55	-31.3%	37.4%				
201003	1,666	3,216	\$918,663	\$2,034,714	0.9975	\$5,061	\$2,039,774	222.0%	107.1%	\$634.26	\$263.26	278.3%	61.4%	1.0529	\$967,281	\$300.77	5.7%	1.0540	\$601.74	\$265.43	267.7%	59.7%				
201004	1,574	3,068	\$874,676	\$585,151	0.9973	\$1,574	\$586,724	67.1%	104.6%	\$191.24	\$263.08	0.7%	57.4%	1.0529	\$920,978	\$300.19	-0.2%	1.0520	\$181.79	\$264.02	-4.8%	55.4%				
201005	1,549	3,052	\$861,604	\$673,155	0.9972	\$1,895	\$675,051	78.3%	101.7%	\$221.18	\$261.38	-9.4%	48.0%	1.0100	\$870,233	\$285.14	-5.0%	0.9992	\$221.35	\$261.30	-13.5%	45.3%				
201006	1,645	3,152	\$836,410	\$493,180	0.9932	\$3,372	\$496,552	59.4%	95.8%	\$157.54	\$250.18	-46.3%	30.5%	1.0141	\$848,199	\$269.10	-5.6%	0.9431	\$167.05	\$250.05	-46.4%	28.1%				
201007	1,569	3,023	\$879,106	\$743,464	0.9926	\$5,571	\$749,035	85.2%	92.3%	\$247.78	\$245.81	-17.5%	19.6%	1.0160	\$893,199	\$295.47	9.8%	1.0355	\$239.29	\$244.60	-22.0%	16.4%				
201008	1,595	3,213	\$919,809	\$749,505	0.9899	\$7,619	\$757,124	82.3%	90.2%	\$235.64	\$243.42	-10.9%	14.4%	1.0046	\$924,029	\$287.59	-2.7%	1.0079	\$233.81	\$242.46	-9.8%	11.9%				
201009	1,570	3,091	\$918,515	\$594,424	0.9508	\$30,773	\$625,197	68.1%	86.9%	\$202.26	\$238.35	-23.3%	8.3%	0.9792	\$899,426	\$290.98	1.2%	1.0197	\$198.35	\$237.09	-24.6%	6.1%				
201010	1,475	2,939	\$864,092	\$625,488	0.9496	\$33,230	\$658,718	76.2%	87.1%	\$224.13	\$242.33	24.5%	9.2%	0.9750	\$842,449	\$286.64	-1.5%	1.0045	\$223.12	\$240.42	20.8%	6.4%				
201011	1,468	2,936	\$869,984	\$477,382	0.9467	\$26,875	\$504,257	58.0%	82.0%	\$171.75	\$231.26	-42.8%	-0.8%	0.9690	\$842,975	\$287.12	0.2%	1.0062	\$170.69	\$228.86	-44.3%	-3.5%				
201012	1,561	3,101	\$906,403	\$571,621	0.9443	\$33,712	\$605,332	66.8%	81.5%	\$195.21	\$232.76	7.9%	2.3%	0.9588	\$869,054	\$280.25	-2.4%	0.9821	\$198.76	\$230.10	6.8%	-0.8%				
201101	1,501	2,983	\$894,606	\$438,471	0.9308	\$32,606	\$471,077	52.7%	80.4%	\$157.92	\$231.10	-11.7%	0.9%	0.9370	\$83											

CareFirst BlueCross BlueShield (GHMSI)  
DC Small Group Rate Filing Effective 04/2012  
Development of Normalized Trends  
Experience Period : Incurred 07/2010 - 06/2011 & Paid Through 08/2011  
Med PPO HRA

(a)	(b)	(c)	(d)	(e)	(f)	(g)	(h)	(i)					(j)	(k)	(l)	(m)	(n)	(o)	(p)	(q)	(r)	(s)	(t)	(u)				
Current Rate Level								12/2009					=(h)/(f)				=(d) x (m)				=(n)/(c)				=(i)/(q)			
Date		Contract	Member	Revenue	Incurred&Pd Claims	Compl. Factor	IBNR	Estimated Incurred Claims	Monthly Loss Ratio	Rolling-12 Loss Ratio	Monthly PMPM	Rolling-12 PMPM	Observed Trend	Rolling-12 Trend	Income Adj. Factor	Income at Current Rates	PMPM	Monthly Trend	Mix Factor	Monthly PMPM	Rolling-12 PMPM	Observed Trend	Rolling- 12 Trend					
200707	363	618	\$114,466	\$197,980	1.0000	\$0	\$197,980	173.0%			\$320.36				1.5657	\$179,224	\$290.01		1.0445	\$306.70								
200708	384	689	\$132,651	\$125,309	1.0000	\$0	\$125,309	94.5%			\$181.87				1.5273	\$202,592	\$294.04	1.4%	1.0590	\$171.73								
200709	368	647	\$122,032	\$118,359	1.0000	\$0	\$118,359	97.0%			\$182.93				1.5207	\$185,572	\$286.82	-2.5%	1.0330	\$177.08								
200710	362	611	\$116,635	\$137,225	1.0000	\$0	\$137,225	117.7%			\$224.59				1.5143	\$176,624	\$289.07	0.8%	1.0412	\$215.71								
200711	391	692	\$130,061	\$124,085	1.0000	\$0	\$124,085	95.4%			\$179.31				1.5142	\$196,942	\$284.60	-1.5%	1.0250	\$174.93								
200712	382	631	\$124,640	\$98,874	1.0000	\$0	\$98,874	79.3%			\$156.69				1.4903	\$185,750	\$294.37	3.4%	1.0602	\$147.79								
200801	335	592	\$114,431	\$128,770	1.0000	\$0	\$128,770	112.5%			\$217.52				1.4820	\$169,588	\$286.47	-2.7%	1.0318	\$210.82								
200802	540	975	\$207,823	\$97,585	1.0000	\$0	\$97,585	47.0%			\$100.09				1.4851	\$308,637	\$316.55	10.5%	1.1401	\$87.79								
200803	414	747	\$160,709	\$186,674	1.0000	\$0	\$186,674	116.2%			\$249.90				1.4866	\$238,917	\$319.84	1.0%	1.1520	\$216.93								
200804	480	892	\$187,388	\$156,593	1.0000	\$0	\$156,593	83.6%			\$175.55				1.4644	\$274,416	\$307.64	-3.8%	1.1080	\$158.44								
200805	695	1,247	\$250,979	\$240,976	1.0000	\$0	\$240,976	96.0%			\$193.24				1.4702	\$368,987	\$295.90	-3.8%	1.0657	\$181.32								
200806	758	1,315	\$270,778	\$288,457	1.0000	\$0	\$288,457	106.5%		98.4%	\$219.36	\$196.86			1.4569	\$394,485	\$299.99	1.4%	1.0805	\$203.02	\$183.14							
200807	688	1,208	\$246,796	\$235,009	1.0000	\$0	\$235,009	95.2%	93.8%		\$194.54	\$189.14	-39.3%		1.4593	\$360,155	\$298.14	-0.6%	1.0738	\$181.17	\$175.68	-40.9%						
200808	828	1,425	\$293,982	\$190,302	1.0000	\$0	\$190,302	64.7%	90.0%		\$133.55	\$182.38	-26.6%		1.4318	\$420,916	\$295.38	-0.9%	1.0639	\$125.53	\$169.49	-26.9%						
200809	849	1,467	\$294,925	\$610,271	1.0000	\$0	\$610,271	206.9%	104.0%		\$416.00	\$211.39	127.4%		1.4410	\$424,980	\$289.69	-1.9%	1.0434	\$398.70	\$196.76	125.1%						
200810	932	1,664	\$333,057	\$694,059	1.0000	\$0	\$694,059	208.4%	116.7%		\$417.10	\$237.39	85.7%		1.4193	\$472,699	\$284.07	-1.9%	1.0231	\$407.67	\$222.01	89.0%						
200811	942	1,671	\$334,835	\$242,296	1.0000	\$0	\$242,296	72.4%	112.4%		\$145.00	\$229.14	-19.1%		1.4394	\$481,959	\$288.43	1.5%	1.0388	\$139.58	\$214.58	-20.2%						
200812	1,022	1,893	\$371,419	\$429,998	0.9999	\$38	\$430,036	115.8%	114.1%		\$227.17	\$231.92	45.0%		1.4079	\$522,932	\$276.25	-4.2%	0.9950	\$228.32	\$219.00	54.5%						
200901	1,180	2,177	\$457,106	\$321,336	0.9998	\$51	\$321,387	70.3%	108.3%		\$147.63	\$221.43	-32.1%		1.3598	\$621,572	\$285.52	3.4%	1.0283	\$143.56	\$209.69	-31.9%						
200902	1,265	2,246	\$477,159	\$337,989	0.9995	\$176	\$338,164	70.9%	106.9%		\$150.56	\$219.15	50.4%		1.3536	\$645,868	\$287.56	0.7%	1.0357	\$145.37	\$208.94	65.6%						
200903	1,271	2,371	\$498,622	\$417,080	0.9995	\$218	\$417,299	83.7%	103.7%		\$176.00	\$212.75	-29.6%		1.3292	\$662,760	\$279.53	-2.8%	1.0068	\$174.82	\$204.60	-19.4%						
200904	1,362	2,554	\$553,450	\$479,059	0.9995	\$252	\$479,311	86.6%	102.4%		\$187.67	\$211.30	6.9%		1.2652	\$700,198	\$274.16	-1.9%	0.9874	\$190.06	\$205.01	20.0%						
200905	1,410	2,505	\$548,708	\$413,130	0.9995	\$221	\$413,351	75.3%	99.6%		\$165.01	\$207.15	-14.6%		1.2670	\$695,217	\$277.53	1.2%	0.9996	\$165.08	\$202.04	-9.0%						
200906	1,459	2,694	\$593,676	\$546,212	0.9994	\$308	\$546,520	92.1%	98.3%		\$202.87	\$205.99	-7.5%	4.6%	1.2534	\$744,091	\$276.20	-0.5%	0.9948	\$203.93	\$202.19	0.4%	10.4%					
200907	1,377	2,509	\$574,704	\$503,049	0.9994	\$289	\$503,338	87.6%	97.3%		\$200.61	\$206.00	3.1%	8.9%	1.1992	\$689,201	\$274.69	-0.5%	0.9894	\$202.77	\$203.32	11.9%	15.7%					
200908	1,290	2,365	\$532,642	\$482,693	0.9987	\$607	\$483,300	90.7%	98.4%		\$204.36	\$209.81	53.0%	15.0%	1.2088	\$643,857	\$272.24	-0.9%	0.9805	\$208.41	\$208.25	66.0%	22.9%					
200909	1,251	2,304	\$538,469	\$355,523	0.9987	\$449	\$355,973	66.1%	89.9%		\$154.50	\$193.86	-62.9%	-8.3%	1.1600	\$624,638	\$271.11	-0.4%	0.9765	\$158.23	\$193.30	-60.3%	-1.8%					
200910	1,518	2,627	\$575,615	\$395,707	0.9981	\$734	\$396,441	68.9%	81.4%		\$150.91	\$176.51	-63.8%	-25.6%	1.1730	\$675,168	\$257.01	-5.2%	0.9257	\$163.03	\$177.50	-60.0%	-20.0%					
200911	1,222	2,198	\$534,817	\$510,321	0.9980	\$1,032	\$511,354	95.6%	83.1%		\$232.65	\$182.70	60.4%	-20.3%	1.1384	\$608,822	\$276.99	7.8%	0.9976	\$233.20	\$184.16	67.1%	-14.2%					
200912	1,167	2,037	\$504,741	\$388,465	0.9979	\$818	\$389,282	77.1%	80.7%		\$191.11	\$180.35	-15.9%	-22.2%	1.1118	\$561,188	\$275.50	-0.5%	0.9923	\$192.60	\$181.83	-15.6%	-17.0%					
201001	1,000	1,744	\$450,218	\$396,040	0.9979	\$841	\$396,881	88.2%	82.0%		\$227.57	\$185.81	54.1%	-16.1%	1.0878	\$489,727	\$280.81	1.9%	1.0114	\$225.01	\$187.63	56.7%	-10.5%					
201002	1,051	1,800	\$471,257	\$355,845	0.9978	\$775	\$356,619	75.7%	82.3%		\$198.12	\$189.46	31.6%	-13.5%	1.1416	\$538,002	\$298.89	6.4%	1.0765	\$184.04	\$190.96	26.6%	-8.6%					
201003	846	1,580	\$401,478	\$408,442	0.9975	\$1,016	\$409,458	102.0%	83.5%		\$259.15	\$194.74	47.2%	-8.5%	1.0457	\$419,808	\$265.70	-11.1%	0.9570	\$270.80	\$196.94	54.9%	-3.7%					
201004	755	1,358	\$363,821	\$209,462	0.9973	\$563	\$210,026	57.7%	81.6%		\$154.66	\$193.33	-17.6%	-8.5%	1.0276	\$373,872	\$275.31	3.6%	0.9916	\$155.97	\$195.45	-17.9%	-4.7%					
201005	641	1,203	\$324,191	\$241,087	0.9972	\$679	\$241,766	74.6%	81.8%		\$200.97	\$196.61	21.8%	-5.1%	1.0231	\$331,670	\$275.70	0.1%	0.9930	\$202.39	\$198.95	22.6%	-1.5%					
201006	589	1,126	\$299,652	\$234,321	0.9932	\$1,602	\$235,924	78.7%	80.6%		\$209.52	\$196.51	3.3%	-4.6%	1.0159	\$304,407	\$270.34	-1.9%	0.9737	\$215.18	\$199.15	5.5%	-1.5%					
201007	540	1,040	\$269,427	\$191,016	0.9926	\$1,431	\$192,447	71.4%	79.4%		\$185.05	\$195.47	-7.8%	-5.1%	1.0349	\$278,843	\$268.12	-0.8%	0.9657	\$191.62	\$198.36	-5.5%	-2.4%					
201008	589	1,105	\$295,117	\$189,605	0.9899	\$1,928	\$191,533	64.9%	77.3%		\$173.33	\$193.21	-15.2%	-7.9%	1.0099	\$298,035	\$269.71	0.6%	0.9714	\$178.43	\$196.11	-14.4%	-5.8%					
201009	499	966	\$259,439	\$311,448	0.9508	\$16,124	\$327,571	126.3%	81.3%		\$339.10	\$205.46	119.5%	6.0%	1.0072	\$261,307	\$270.50	0.3%	0.9743	\$348.05	\$208.43	120.0%	7.8%					
201010	510	986	\$263,672	\$183,595	0.9496	\$9,754	\$193,349	73.3%	82.4%		\$196.09	\$213.28	29.9%	20.8%	0.9950	\$262,344	\$266.07	-1.6%	0.9583	\$204.63	\$214.71	25.5%	21.0%					
201011	488	968	\$260,961	\$183,789	0.9467	\$10,347	\$194,136	74.4%	80.2%		\$200.55	\$209.83	-13.8%	14.8%	0.9916	\$258,779	\$267.33	0.5%	0.9629	\$208.29	\$211.76	-10.7%	15.0%					
201012	537	1,043	\$281,552	\$123,540	0.9443	\$7,286	\$130,826	46.5%	78.2%		\$125.43	\$206.48	-34.4%	14.5%	0.9710	\$273,393	\$262.12	-1.9%	0.9441	\$132.86	\$209.11	-31.0%	15.0%					
201101	457	878	\$251,069	\$146,125	0.9308	\$10,866	\$156,991	62.5%	75.9%		\$178.80	\$202.14	-21.4%	8.8%	0.9598	\$240,967	\$274.45	4.7%	0.9885	\$180.89	\$205.31	-19.6%	9.4%					
201102	480	914	\$263,498	\$136,367	0.9254	\$10,999	\$147,367	5																				



CareFirst BlueCross BlueShield (GHMSI)  
DC Small Group Rate Filing Effective 04/2012  
Development of Normalized Trends  
Experience Period : Incurred 07/2010 - 06/2011 & Paid Through 08/2011  
Med GHMSI Non-CDH

(a)	(b)	(c)	(d)	(e)	(f)	(g)	(h)		(i)	(j)	(k)	(l)	(m)	(n)	(o)	(p)	(q)	(r)	(s)	(t)	(u)											
Current Rate Level							12/2009		=(h)/(f)				=(h)/(c)				=(d) x (m)				=(n)/(c)		=(i)/(q)									
																					Incurred Claims				Revenue at Current Rate Level				Normalized Incurred Claims			
Date	Contract	Member	Revenue	Incurred&Pd Claims	Compl. Factor	IBNR	Estimated Incurred Claims	Monthly Loss Ratio	Rolling-12 Loss Ratio	Monthly PMPM	Rolling-12 PMPM	Monthly Observed Trend	Rolling-12 Trend	Income Adjust. Factor	Income at Current Rates	PMPM	Monthly Trend	Mix Factor	Monthly PMPM	Rolling-12 PMPM	Monthly Observed Trend	Rolling-12 Trend										
200707	26,058	45,730	\$12,438,630	\$9,302,595	1.0000	\$0	\$9,302,595	74.8%		\$203.42				1.3109	\$16,306,076	\$356.57		1.0813	\$188.14													
200708	26,796	46,865	\$12,681,775	\$12,008,136	1.0000	\$0	\$12,008,136	94.7%		\$256.23				1.3042	\$16,539,058	\$352.91	-1.0%	1.0701	\$239.43													
200709	26,818	46,968	\$12,881,527	\$9,068,289	1.0000	\$0	\$9,068,289	70.4%		\$193.07				1.2989	\$16,731,514	\$356.23	0.9%	1.0802	\$178.73													
200710	27,036	47,167	\$12,900,499	\$10,624,164	1.0000	\$0	\$10,624,164	82.4%		\$225.25				1.2968	\$16,728,864	\$354.67	-0.4%	1.0755	\$209.43													
200711	27,287	47,853	\$13,050,423	\$10,653,651	1.0000	\$0	\$10,653,651	81.6%		\$222.63				1.2915	\$16,855,148	\$352.23	-0.7%	1.0681	\$208.44													
200712	27,141	47,844	\$13,473,741	\$10,334,069	1.0000	\$0	\$10,334,069	76.7%		\$216.00				1.2870	\$17,340,488	\$362.44	2.9%	1.0990	\$196.53													
200801	27,107	47,507	\$13,132,847	\$11,552,336	1.0000	\$0	\$11,552,336	88.0%		\$243.17				1.2740	\$16,731,066	\$352.18	-2.8%	1.0679	\$227.70													
200802	27,008	47,467	\$13,106,115	\$10,937,578	1.0000	\$0	\$10,937,578	83.5%		\$230.42				1.2741	\$16,698,906	\$351.80	-0.1%	1.0668	\$216.00													
200803	26,893	47,322	\$13,088,558	\$10,194,690	1.0000	\$0	\$10,194,690	77.9%		\$215.43				1.2706	\$16,630,333	\$351.43	-0.1%	1.0657	\$202.16													
200804	27,464	48,252	\$13,457,467	\$10,455,574	1.0000	\$0	\$10,455,574	77.7%		\$216.69				1.2638	\$17,008,204	\$352.49	0.3%	1.0689	\$202.73													
200805	27,208	47,866	\$13,338,292	\$10,727,460	1.0000	\$0	\$10,727,460	80.4%		\$224.11				1.2542	\$16,729,545	\$349.51	-0.8%	1.0598	\$211.46													
200806	27,860	48,717	\$13,684,794	\$10,359,168	1.0000	\$0	\$10,359,168	75.7%	80.3%	\$212.64	\$221.61			1.2485	\$17,085,415	\$350.71	0.3%	1.0635	\$199.95	\$206.69												
200807	27,331	47,870	\$13,543,770	\$11,431,199	1.0000	\$0	\$11,431,199	84.4%	81.1%	\$238.80	\$224.50	17.4%		1.2342	\$16,716,038	\$349.20	-0.4%	1.0589	\$225.52	\$209.75	19.9%											
200808	27,370	47,881	\$13,561,573	\$10,568,224	1.0000	\$0	\$10,568,224	77.9%	79.7%	\$220.72	\$221.59	-13.9%		1.2340	\$16,734,684	\$349.51	0.1%	1.0598	\$208.26	\$207.19	-13.0%											
200809	27,257	48,033	\$13,677,798	\$10,885,341	1.0000	\$0	\$10,885,341	79.6%	80.4%	\$226.62	\$224.34	17.4%		1.2226	\$16,722,498	\$348.15	-0.4%	1.0557	\$214.66	\$210.17	20.1%											
200810	26,649	47,038	\$13,508,598	\$11,358,565	1.0000	\$0	\$11,358,565	84.1%	80.6%	\$241.48	\$225.67	7.2%		1.2115	\$16,365,891	\$347.93	-0.1%	1.0550	\$228.88	\$211.75	9.3%											
200811	26,891	47,168	\$13,636,532	\$10,065,730	1.0000	\$70	\$10,065,800	73.8%	79.9%	\$213.40	\$224.92	-4.1%		1.1999	\$16,363,033	\$346.91	-0.3%	1.0520	\$202.86	\$211.30	-2.7%											
200812	26,212	46,451	\$13,543,850	\$10,360,104	1.0000	\$256	\$10,360,359	76.5%	79.9%	\$223.04	\$225.51	3.3%		1.1809	\$15,993,909	\$344.32	-0.7%	1.0441	\$213.62	\$212.77	8.7%											
200901	24,966	43,930	\$13,554,165	\$11,616,099	0.9997	\$3,820	\$11,619,919	85.7%	79.8%	\$264.51	\$227.05	8.8%		1.1591	\$15,710,021	\$357.61	3.9%	1.0844	\$243.92	\$213.97	7.1%											
200902	25,055	44,420	\$13,336,039	\$10,584,775	0.9996	\$3,721	\$10,588,496	79.4%	79.4%	\$238.37	\$227.66	3.4%		1.1500	\$15,336,219	\$345.25	-3.5%	1.0469	\$227.68	\$214.87	5.4%											
200903	25,409	45,227	\$13,595,787	\$11,739,915	0.9996	\$4,628	\$11,744,543	86.4%	80.1%	\$259.68	\$231.26	20.5%		1.1334	\$15,409,515	\$340.71	-1.3%	1.0332	\$251.34	\$218.81	24.3%											
200904	24,413	43,082	\$13,233,285	\$10,624,928	0.9995	\$4,846	\$10,629,774	80.3%	80.3%	\$246.73	\$233.71	13.9%		1.1175	\$14,788,770	\$343.27	0.7%	1.0409	\$237.03	\$221.61	16.9%											
200905	23,873	42,229	\$13,067,850	\$10,170,602	0.9995	\$5,552	\$10,176,154	77.9%	80.1%	\$240.98	\$235.10	7.5%		1.1055	\$14,446,728	\$342.10	-0.3%	1.0374	\$232.29	\$223.30	9.9%											
200906	24,479	43,656	\$13,663,787	\$10,655,013	0.9994	\$6,344	\$10,661,357	78.0%	80.3%	\$244.21	\$237.83	14.8%	7.3%	1.0850	\$14,824,659	\$339.58	-0.7%	1.0297	\$237.16	\$226.49	18.6%											
200907	23,511	42,137	\$13,319,017	\$10,017,852	0.9994	\$6,129	\$10,023,980	75.3%	79.6%	\$237.89	\$237.75	-0.4%	5.9%	1.0683	\$14,228,326	\$337.67	-0.6%	1.0239	\$232.33	\$227.02	3.0%											
200908	24,172	42,898	\$13,708,885	\$9,987,912	0.9993	\$6,942	\$9,994,854	72.9%	79.2%	\$232.99	\$238.89	5.6%	7.8%	1.0552	\$14,465,904	\$337.22	-0.1%	1.0226	\$227.85	\$228.79	9.4%											
200909	23,011	41,118	\$13,362,116	\$10,615,156	0.9993	\$7,853	\$10,623,009	79.5%	79.1%	\$258.35	\$241.51	14.0%	7.7%	1.0369	\$13,855,514	\$336.97	-0.1%	1.0218	\$252.84	\$231.92	17.8%											
200910	23,061	41,106	\$13,436,736	\$10,207,361	0.9992	\$7,802	\$10,215,163	76.0%	78.5%	\$248.51	\$242.07	2.9%	7.3%	1.0360	\$13,919,878	\$338.63	0.5%	1.0269	\$242.01	\$232.98	5.7%											
200911	23,102	41,158	\$13,605,166	\$9,297,077	0.9992	\$7,170	\$9,304,247	68.4%	78.0%	\$226.06	\$243.41	5.9%	8.2%	1.0177	\$13,846,387	\$336.42	-0.7%	1.0202	\$221.60	\$234.88	9.2%											
200912	22,326	39,966	\$13,369,356	\$9,073,445	0.9989	\$10,163	\$9,083,608	67.9%	77.3%	\$227.28	\$244.00	1.9%	8.2%	0.9999	\$13,367,843	\$334.48	-0.6%	1.0143	\$224.09	\$236.00	4.9%											
201001	22,827	40,616	\$13,697,796	\$9,158,583	0.9986	\$12,621	\$9,171,203	67.0%	75.7%	\$225.80	\$240.77	-14.6%	6.0%	0.9862	\$13,509,275	\$332.61	-0.6%	1.0086	\$223.88	\$234.33	-8.2%											
201002	21,878	39,068	\$13,499,118	\$9,155,983	0.9984	\$15,128	\$9,171,110	67.9%	74.8%	\$234.75	\$240.51	-1.5%	5.6%	0.9780	\$13,201,750	\$337.92	1.6%	1.0247	\$229.09	\$234.52	0.6%											
201003	22,249	39,667	\$13,700,626	\$10,766,266	0.9983	\$18,712	\$10,784,977	78.7%	74.1%	\$271.89	\$241.27	4.7%	4.3%	0.9747	\$13,353,476	\$336.64	-0.4%	1.0208	\$266.34	\$235.51	6.0%											
201004	22,215	39,494	\$13,755,662	\$9,656,846	0.9962	\$37,095	\$9,693,941	70.5%	73.3%	\$245.45	\$241.13	-0.5%	3.2%	0.9655	\$13,280,600	\$336.27	-0.1%	1.0197	\$240.71	\$235.79	1.6%											
201005	21,590	38,505	\$13,426,312	\$9,714,535	0.9953	\$45,639	\$9,760,173	72.7%	72.9%	\$253.48	\$242.11	5.2%	3.0%	0.9627	\$12,925,077	\$335.67	-0.2%	1.0179	\$249.02	\$237.13	7.2%											
201006	22,176	39,484	\$13,832,115	\$9,421,095	0.9946	\$51,190	\$9,472,285	68.5%	72.1%	\$239.90	\$241.74	-1.8%	1.6%	0.9565	\$13,229,755	\$335.07	-0.2%	1.0160	\$236.11	\$237.05	-0.4%											
201007	21,233	38,066	\$13,538,389	\$9,989,253	0.9944	\$56,315	\$10,045,568	74.2%	72.0%	\$263.90	\$243.83	10.9%	2.6%	0.9520	\$12,888,523	\$338.58	1.0%	1.0267	\$257.03	\$239.05	10.6%											
201008	21,670	39,194	\$13,797,753	\$10,564,264	0.9924	\$81,261	\$10,645,524	77.2%	72.4%	\$271.61	\$247.09	16.6%	3.4%	0.9479	\$13,079,455	\$333.71	-1.4%	1.0119	\$268.41	\$242.46	17.8%											
201009	21,294	38,608	\$13,652,456	\$9,673,697	0.9903	\$94,543	\$9,768,240	71.5%	71.7%	\$253.01	\$246.60	-2.1%	2.1%	0.9396	\$12,828,472	\$332.27	-0.4%	1.0076	\$251.11	\$242.25	-0.7%											
201010	21,030	38,237	\$13,544,077	\$10,327,936	0.9879	\$126,706	\$10,454,642	77.2%	71.8%	\$273.42	\$248.60	10.0%	2.7%	0.9363	\$12,681,123	\$331.65	-0.2%	1.0057	\$271.88	\$244.65	12.3%											
201011	21,390	38,787	\$13,858,035	\$9,850,969	0.9860	\$139,665	\$9,990,635	72.1%	72.1%	\$257.58	\$251.32	13.9%	3.2%	0.9322	\$12,918,658	\$333.07	0.4%	1.0100	\$255.03	\$247.53	15.1%											
201012	21,289	38,970	\$13,829,607	\$9,246,224	0.9813	\$176,561	\$9,422,785	68.1%	72.1%	\$241.80	\$252.58	6.4%	3.5%	0.9261	\$12,808,																	

CareFirst BlueCross BlueShield (GHMSI)  
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Experience Period : Incurred 07/2010 - 06/2011 & Paid Through 08/2011  
Med GHMSI CDH

(a)	(b)	(c)	(d)	(e)	(f)	(g)	(h)	(i)	(j)	(k)	(l)	(m)	(n)	(o)	(p)	(q)	(r)	(s)	(t)	(u)								
Current Rate Level							12/2009										Incurred Claims				Revenue at Current Rate Level				Normalized Incurred Claims			
Date	Contract	Member	Revenue	Incurred&Pd Claims	Compl. Factor	IBNR	Estimated Incurred Claims	Monthly Loss Ratio	Rolling-12 Loss Ratio	Monthly PMPM	Rolling-12 PMPM	Monthly Observed Trend	Rolling-12 Trend	Income Adjust. Factor	Income at Current Rates	PMPM	Monthly Trend	Mix Factor	Monthly PMPM	Rolling-12 PMPM	Monthly Observed Trend	Rolling-12 Trend						
200707	716	1,259	\$230,423	\$330,547	1.0000	\$0	\$330,547	143.5%		\$262.55				1.5118	\$348,343	\$276.68		0.9760	\$269.01									
200708	748	1,391	\$261,732	\$216,922	1.0000	\$0	\$216,922	82.9%		\$155.95				1.5367	\$402,198	\$289.14	4.5%	1.0199	\$152.90									
200709	915	1,772	\$309,497	\$339,956	1.0000	\$0	\$339,956	109.8%		\$191.85				1.5224	\$471,173	\$265.90	-8.0%	0.9379	\$204.55									
200710	800	1,466	\$267,125	\$264,047	1.0000	\$0	\$264,047	98.8%		\$180.11				1.5257	\$407,546	\$278.00	4.6%	0.9806	\$183.68									
200711	817	1,517	\$276,355	\$366,951	1.0000	\$0	\$366,951	132.8%		\$241.89				1.5223	\$420,701	\$277.32	-0.2%	0.9782	\$247.28									
200712	832	1,478	\$273,493	\$236,849	1.0000	\$0	\$236,849	86.6%		\$160.25				1.4790	\$404,498	\$273.68	-1.3%	0.9654	\$166.00									
200801	813	1,490	\$277,226	\$232,965	1.0000	\$0	\$232,965	84.0%		\$156.35				1.4887	\$412,712	\$276.99	1.2%	0.9770	\$160.03									
200802	1,263	2,324	\$443,143	\$282,258	1.0000	\$0	\$282,258	63.7%		\$121.45				1.4799	\$655,824	\$282.20	1.9%	0.9954	\$122.01									
200803	1,081	2,044	\$401,543	\$365,031	1.0000	\$0	\$365,031	90.9%		\$178.59				1.4561	\$584,702	\$286.06	1.4%	1.0090	\$176.99									
200804	1,125	2,127	\$416,005	\$322,494	1.0000	\$0	\$322,494	77.5%		\$151.62				1.4684	\$610,852	\$287.19	0.4%	1.0130	\$149.67									
200805	1,462	2,708	\$522,499	\$455,470	1.0000	\$0	\$455,470	87.2%		\$168.19				1.4622	\$763,977	\$282.12	-1.8%	0.9951	\$169.02									
200806	1,626	3,058	\$580,386	\$499,782	1.0000	\$0	\$499,782	86.1%	91.9%	\$163.43	\$172.89			1.4555	\$844,771	\$276.25	-2.1%	0.9744	\$167.72	\$175.34								
200807	1,668	3,205	\$612,796	\$513,904	1.0000	\$0	\$513,904	83.9%	88.3%	\$160.34	\$166.67	-38.9%		1.5544	\$952,544	\$297.21	7.6%	1.0484	\$152.95	\$167.55	-43.1%							
200808	1,870	3,543	\$697,341	\$572,801	1.0000	\$0	\$572,801	82.1%	87.7%	\$161.67	\$166.56	3.7%		1.4595	\$1,017,783	\$287.27	-3.3%	1.0133	\$159.55	\$167.25	4.3%							
200809	1,907	3,557	\$685,522	\$966,937	1.0000	\$0	\$966,937	141.1%	93.1%	\$271.84	\$178.12	41.7%		1.4544	\$997,026	\$280.30	-2.4%	0.9887	\$274.94	\$178.38	34.4%							
200810	2,135	4,040	\$803,530	\$1,018,396	1.0000	\$0	\$1,018,396	126.7%	97.4%	\$252.08	\$187.64	40.0%		1.4422	\$1,158,877	\$286.85	2.3%	1.0118	\$249.13	\$187.42	35.6%							
200811	2,150	4,069	\$800,320	\$642,850	1.0000	\$0	\$642,850	80.3%	93.8%	\$157.99	\$181.61	-34.7%		1.4376	\$1,150,549	\$282.76	-1.4%	0.9974	\$158.40	\$181.29	-35.9%							
200812	2,273	4,379	\$862,851	\$1,044,865	0.9999	\$92	\$1,044,956	121.1%	97.4%	\$238.63	\$189.30	48.9%		1.4242	\$1,228,911	\$280.64	-0.8%	0.9899	\$241.06	\$188.97	45.2%							
200901	2,447	4,627	\$948,879	\$677,155	0.9998	\$108	\$677,263	71.4%	94.7%	\$146.37	\$185.53	-6.4%		1.3748	\$1,304,474	\$281.93	0.5%	0.9945	\$147.19	\$185.19	-8.0%							
200902	2,844	5,397	\$1,131,876	\$853,175	0.9995	\$444	\$853,619	75.4%	93.7%	\$158.17	\$185.56	30.2%		1.3294	\$1,504,692	\$278.80	-1.1%	0.9834	\$160.83	\$185.58	31.8%							
200903	2,667	5,135	\$1,100,678	\$880,202	0.9995	\$460	\$880,662	80.0%	92.2%	\$171.50	\$184.30	-4.0%		1.3362	\$1,470,761	\$286.42	2.7%	1.0103	\$169.75	\$184.18	-4.1%							
200904	2,845	5,468	\$1,175,356	\$1,031,903	0.9995	\$543	\$1,032,445	87.8%	92.3%	\$188.82	\$186.21	24.5%		1.2991	\$1,526,876	\$279.24	-2.5%	0.9850	\$191.70	\$186.52	28.1%							
200905	3,102	5,774	\$1,253,838	\$1,210,565	0.9995	\$648	\$1,211,214	96.6%	93.1%	\$209.77	\$189.75	24.7%		1.2640	\$1,584,867	\$274.48	-1.7%	0.9682	\$216.66	\$190.67	28.2%							
200906	3,095	5,920	\$1,289,144	\$1,492,055	0.9994	\$842	\$1,492,896	115.8%	96.0%	\$252.18	\$197.92	54.3%	14.5%	1.2498	\$1,611,111	\$272.15	-0.9%	0.9600	\$262.70	\$199.40	56.6%	13.7%						
200907	2,983	5,685	\$1,298,290	\$1,456,904	0.9994	\$837	\$1,457,741	112.3%	98.4%	\$256.42	\$205.78	59.9%	23.5%	1.2148	\$1,577,209	\$277.43	1.9%	0.9786	\$262.02	\$208.26	71.3%	24.3%						
200908	2,929	5,539	\$1,298,479	\$1,320,934	0.9987	\$1,661	\$1,322,595	101.9%	99.6%	\$238.78	\$211.47	47.7%	27.0%	1.2074	\$1,567,819	\$283.05	2.0%	0.9984	\$239.16	\$214.14	49.9%	28.0%						
200909	2,921	5,566	\$1,342,442	\$1,214,721	0.9987	\$1,536	\$1,216,257	90.6%	96.6%	\$218.52	\$208.62	-19.6%	17.1%	1.1609	\$1,558,388	\$279.98	-1.1%	0.9876	\$221.26	\$211.27	-19.5%	18.4%						
200910	3,154	5,919	\$1,378,763	\$987,016	0.9981	\$1,831	\$988,847	71.7%	92.4%	\$167.06	\$201.98	-33.7%	7.6%	1.1534	\$1,590,200	\$268.66	-4.0%	0.9477	\$176.29	\$205.64	-29.2%	9.7%						
200911	3,019	5,720	\$1,432,074	\$1,566,389	0.9980	\$3,169	\$1,569,558	109.6%	94.7%	\$274.40	\$211.09	73.7%	16.2%	1.1127	\$1,593,453	\$278.58	3.7%	0.9826	\$279.25	\$215.11	76.3%	18.7%						
200912	2,791	5,366	\$1,346,580	\$989,733	0.9979	\$2,083	\$991,817	73.7%	91.3%	\$184.83	\$207.13	-22.5%	9.4%	1.1026	\$1,484,712	\$276.69	-0.7%	0.9760	\$189.38	\$211.30	-21.4%	11.8%						
201001	2,513	4,749	\$1,277,461	\$932,402	0.9979	\$1,980	\$934,382	73.1%	91.0%	\$196.75	\$210.63	34.4%	13.5%	1.0806	\$1,380,477	\$290.69	5.1%	1.0254	\$191.89	\$214.38	30.4%	15.8%						
201002	2,668	4,992	\$1,354,245	\$729,160	0.9978	\$1,587	\$730,748	54.0%	88.9%	\$146.38	\$210.06	-7.4%	13.2%	1.0677	\$1,445,948	\$289.65	-0.4%	1.0217	\$143.27	\$213.17	-10.9%	14.9%						
201003	2,512	4,796	\$1,320,141	\$2,443,156	0.9975	\$6,077	\$2,449,232	185.5%	97.7%	\$510.68	\$235.10	197.8%	27.6%	1.0507	\$1,387,089	\$289.22	-0.2%	1.0202	\$500.58	\$238.43	194.9%	29.5%						
201004	2,329	4,426	\$1,238,497	\$794,613	0.9973	\$2,137	\$796,750	64.3%	95.8%	\$180.02	\$235.25	-4.7%	26.3%	1.0455	\$1,294,850	\$292.56	1.2%	1.0320	\$174.44	\$237.79	-9.0%	27.5%						
201005	2,190	4,255	\$1,185,796	\$914,242	0.9972	\$2,574	\$916,817	77.3%	94.3%	\$215.47	\$236.25	2.7%	24.5%	1.0136	\$1,201,903	\$282.47	-3.4%	0.9964	\$162.25	\$238.22	-0.2%	24.9%						
201006	2,234	4,278	\$1,136,061	\$727,501	0.9932	\$4,975	\$732,476	64.5%	90.4%	\$171.22	\$230.17	-32.1%	16.3%	1.0146	\$1,152,606	\$269.43	-4.6%	0.9504	\$180.16	\$232.05	-31.4%	16.4%						
201007	2,109	4,063	\$1,148,533	\$934,480	0.9926	\$7,003	\$941,482	82.0%	87.9%	\$231.72	\$227.77	-9.6%	10.7%	1.0205	\$1,172,042	\$288.47	7.1%	1.0175	\$227.73	\$228.94	-13.1%	9.9%						
201008	2,184	4,318	\$1,214,926	\$939,110	0.9899	\$9,547	\$948,657	78.1%	86.0%	\$219.70	\$226.13	-8.0%	6.9%	1.0059	\$1,222,064	\$283.02	-1.9%	0.9983	\$220.07	\$227.31	-8.0%	6.2%						
201009	2,069	4,057	\$1,177,954	\$905,872	0.9508	\$46,897	\$952,769	80.9%	85.2%	\$234.85	\$227.50	7.5%	9.0%	0.9854	\$1,160,733	\$286.11	1.1%	1.0092	\$232.70	\$228.29	5.2%	8.1%						
201010	1,985	3,925	\$1,127,764	\$809,084	0.9496	\$42,983	\$852,067	75.6%	85.7%	\$217.09	\$233.27	29.9%	15.5%	0.9796	\$1,104,793	\$281.48	-1.6%	0.9929	\$218.65	\$232.91	24.0%	13.3%						
201011	1,956	3,904	\$1,130,945	\$661,172	0.9467	\$37,222	\$698,394	61.8%	81.5%	\$178.89	\$224.84	-34.8%	6.5%	0.9742	\$1,101,754	\$282.21	0.3%	0.9955	\$179.71	\$224.14	-35.6%	4.2%						
201012	2,098	4,144	\$1,187,955	\$695,161	0.9443	\$40,997	\$736,159	62.0%	80.6%	\$177.64	\$225.21	-3.9%	8.7%	0.9617	\$1,142,447	\$275.69	-2.3%	0.9725	\$182.68	\$224.43	-3.5%	6.2%						
201101	1,958	3,861	\$1,145,675	\$584,596	0.9308	\$43,472	\$628,067	54.8%	79.2%	\$162.67	\$223.13	-17.3%	5.9%	0.9420														

CareFirst BlueCross BlueShield (GHMSI)  
DC Small Group Rate Filing Effective 04/2012  
Development of Normalized Trends  
Experience Period : Incurred 07/2010 - 06/2011 & Paid Through 08/2011  
Med GHMSI Total

(a)	(b)	(c)	(d)	(e)	(f)	(g)	(h)	(i)	(j)	(k)	(l)	(m)	(n)	(o)	(p)	(q)	(r)	(s)	(t)	(u)											
Current Rate Level										12/2009		=e(f)				=h(i)/c				=d(x m)				=n(o)/c				=i(j)/q			
Date		Contract	Member	Revenue	Incurred&Pd Claims	Compl. Factor	IBNR	Estimated Incurred Claims	Monthly Loss Ratio	Rolling-12 Loss Ratio	Monthly PMPM	Rolling-12 PMPM	Monthly Observed Trend	Rolling-12 Trend	Income Adjust. Factor	Income at Current Rates	PMPM	Monthly Trend	Mix Factor	Monthly PMPM	Rolling-12 PMPM	Monthly Observed Trend	Rolling-12 Trend								
200707		26,774	46,989	\$12,669,053	\$9,633,142	1.0000	\$0	\$9,633,142	76.0%		\$205.01				1.3146	\$16,654,419	\$354.43		1.0890	\$188.26											
200708		27,544	48,256	\$12,943,507	\$12,225,058	1.0000	\$0	\$12,225,058	94.4%		\$253.34				1.3089	\$16,941,256	\$351.07	-0.9%	1.0787	\$234.86											
200709		27,733	48,740	\$13,191,024	\$9,408,245	1.0000	\$0	\$9,408,245	71.3%		\$193.03				1.3041	\$17,202,687	\$352.95	0.5%	1.0844	\$178.00											
200710		27,836	48,633	\$13,167,623	\$10,888,211	1.0000	\$0	\$10,888,211	82.7%		\$223.89				1.3014	\$17,136,410	\$352.36	-0.2%	1.0826	\$206.80											
200711		28,104	49,370	\$13,326,778	\$11,020,602	1.0000	\$0	\$11,020,602	82.7%		\$223.22				1.2963	\$17,275,850	\$349.93	-0.7%	1.0751	\$207.62											
200712		27,973	49,322	\$13,747,234	\$10,570,918	1.0000	\$0	\$10,570,918	76.9%		\$214.32				1.2908	\$17,744,986	\$359.78	2.8%	1.1054	\$193.89											
200801		27,920	48,997	\$13,410,073	\$11,785,301	1.0000	\$0	\$11,785,301	87.9%		\$240.53				1.2784	\$17,143,778	\$349.89	-2.7%	1.0750	\$223.74											
200802		28,271	49,791	\$13,549,258	\$11,219,836	1.0000	\$0	\$11,219,836	82.8%		\$225.34				1.2809	\$17,354,731	\$348.55	-0.4%	1.0709	\$210.42											
200803		27,974	49,366	\$13,490,101	\$10,559,721	1.0000	\$0	\$10,559,721	78.3%		\$213.91				1.2761	\$17,215,035	\$348.72	0.0%	1.0714	\$199.64											
200804		28,589	50,379	\$13,873,473	\$10,778,068	1.0000	\$0	\$10,778,068	77.7%		\$213.94				1.2700	\$17,619,056	\$349.73	0.3%	1.0745	\$199.10											
200805		28,670	50,574	\$13,860,791	\$11,182,930	1.0000	\$0	\$11,182,930	80.7%		\$221.12				1.2621	\$17,493,522	\$345.90	-1.1%	1.0628	\$208.06											
200806		29,486	51,775	\$14,265,180	\$10,858,949	1.0000	\$0	\$10,858,949	76.1%	80.6%	\$209.73	\$219.74			1.2569	\$17,930,186	\$346.31	0.1%	1.0640	\$197.11	\$203.91										
200807		28,999	51,075	\$14,156,565	\$11,945,103	1.0000	\$0	\$11,945,103	84.4%	81.3%	\$233.87	\$222.12	14.1%		1.2481	\$17,668,582	\$345.93	-0.1%	1.0629	\$220.04	\$206.52	16.9%									
200808		29,240	51,424	\$14,258,914	\$11,141,025	1.0000	\$0	\$11,141,025	78.1%	80.0%	\$216.65	\$219.13	-14.5%		1.2450	\$17,752,467	\$345.22	-0.2%	1.0607	\$204.76	\$204.04	-13.0%									
200809		29,164	51,590	\$14,363,321	\$11,852,279	1.0000	\$0	\$11,852,279	82.5%	80.9%	\$229.74	\$222.15	19.0%		1.2337	\$17,719,523	\$343.47	-0.5%	1.0553	\$217.20	\$207.32	22.3%									
200810		28,784	51,078	\$14,312,129	\$12,376,960	1.0000	\$0	\$12,376,960	86.5%	81.2%	\$242.31	\$223.72	8.2%		1.2245	\$17,524,768	\$343.10	-0.1%	1.0542	\$229.86	\$209.24	11.2%									
200811		29,041	51,237	\$14,436,852	\$10,708,580	1.0000	\$70	\$10,708,651	74.2%	80.5%	\$209.00	\$222.52	-6.4%		1.2131	\$17,513,582	\$341.82	-0.4%	1.0502	\$199.01	\$208.52	-4.1%									
200812		28,485	50,830	\$14,406,701	\$11,404,969	1.0000	\$347	\$11,405,316	79.2%	80.7%	\$224.38	\$223.34	4.7%		1.1955	\$17,222,821	\$338.83	-0.9%	1.0411	\$215.53	\$210.33	11.2%									
200901		27,413	48,557	\$14,503,045	\$12,293,254	0.9997	\$3,928	\$12,297,182	84.8%	80.4%	\$253.25	\$224.34	5.3%		1.1732	\$17,014,495	\$350.40	3.4%	1.0766	\$235.23	\$211.26	5.1%									
200902		27,899	49,817	\$14,467,915	\$11,437,950	0.9996	\$4,164	\$11,442,114	79.1%	80.1%	\$229.68	\$224.70	1.9%		1.1640	\$16,840,910	\$338.06	-3.5%	1.0387	\$221.13	\$212.12	5.1%									
200903		28,076	50,362	\$14,696,465	\$12,620,116	0.9996	\$5,089	\$12,625,205	85.9%	80.8%	\$250.69	\$227.72	17.2%		1.1486	\$16,880,276	\$335.18	-0.9%	1.0298	\$243.43	\$215.67	21.9%									
200904		27,258	48,550	\$14,408,641	\$11,656,831	0.9995	\$5,389	\$11,662,220	80.9%	81.0%	\$240.21	\$229.86	12.3%		1.1324	\$16,315,646	\$336.06	0.3%	1.0325	\$232.64	\$218.41	16.8%									
200905		26,975	48,003	\$14,321,689	\$11,381,167	0.9995	\$6,200	\$11,387,368	79.5%	80.9%	\$237.22	\$231.18	7.3%		1.1194	\$16,031,595	\$333.97	-0.6%	1.0261	\$231.18	\$220.28	11.1%									
200906		27,574	49,576	\$14,952,931	\$12,147,067	0.9994	\$7,186	\$12,154,253	81.3%	81.4%	\$245.16	\$234.18	16.9%	6.6%	1.0992	\$16,435,770	\$331.53	-0.7%	1.0186	\$240.68	\$223.94	22.1%	9.8%								
200907		26,494	47,822	\$14,617,308	\$11,474,756	0.9994	\$6,965	\$11,481,721	78.5%	80.9%	\$240.09	\$234.68	2.7%	5.7%	1.0813	\$15,805,535	\$330.51	-0.3%	1.0155	\$236.43	\$225.25	7.5%	9.1%								
200908		27,101	48,437	\$15,007,365	\$11,308,846	0.9992	\$8,603	\$11,317,449	75.4%	80.6%	\$233.65	\$236.15	7.8%	7.8%	1.0684	\$16,033,723	\$331.02	0.2%	1.0171	\$229.73	\$227.46	12.5%	11.5%								
200909		25,932	46,684	\$14,704,558	\$11,829,877	0.9992	\$9,389	\$11,839,266	80.5%	80.5%	\$253.60	\$238.09	10.4%	7.2%	1.0482	\$15,413,902	\$330.18	-0.3%	1.0145	\$249.99	\$230.08	14.8%	11.0%								
200910		26,215	47,025	\$14,815,499	\$11,194,377	0.9991	\$9,633	\$11,204,010	75.6%	79.6%	\$238.26	\$237.73	-1.7%	6.3%	1.0469	\$15,510,078	\$329.83	-0.1%	1.0134	\$235.11	\$230.49	2.3%	10.2%								
200911		26,121	46,878	\$15,037,240	\$10,863,466	0.9990	\$10,339	\$10,873,805	72.3%	79.4%	\$231.96	\$239.79	11.0%	7.8%	1.0268	\$15,439,840	\$329.36	-0.1%	1.0120	\$229.22	\$233.22	15.2%	11.8%								
200912		25,117	45,332	\$14,715,936	\$10,063,179	0.9988	\$12,247	\$10,075,425	68.5%	78.5%	\$222.26	\$239.77	-0.9%	7.4%	1.0093	\$14,852,555	\$327.64	-0.5%	1.0067	\$220.79	\$233.84	2.4%	11.2%								
201001		25,340	45,365	\$14,975,257	\$10,090,985	0.9986	\$14,600	\$10,105,585	67.5%	77.1%	\$222.76	\$237.29	-12.0%	5.8%	0.9943	\$14,889,752	\$328.22	0.2%	1.0085	\$220.89	\$232.71	-6.1%	10.2%								
201002		24,546	44,060	\$14,853,362	\$9,885,143	0.9983	\$16,715	\$9,901,858	66.7%	76.0%	\$224.74	\$236.98	-2.2%	5.5%	0.9862	\$14,647,698	\$332.45	1.3%	1.0214	\$220.02	\$232.75	-0.5%	9.7%								
201003		24,761	44,463	\$15,020,766	\$13,209,421	0.9981	\$24,789	\$13,234,210	88.1%	76.2%	\$297.65	\$240.55	18.7%	5.6%	0.9813	\$14,740,565	\$331.52	-0.3%	1.0186	\$292.21	\$236.49	20.0%	9.7%								
201004		24,544	43,920	\$14,994,160	\$10,451,459	0.9963	\$39,232	\$10,490,691	70.0%	75.3%	\$238.86	\$240.45	-0.6%	4.6%	0.9721	\$14,575,451	\$331.86	0.1%	1.0196	\$234.26	\$236.66	0.7%	8.4%								
201005		23,780	42,760	\$14,612,107	\$10,628,777	0.9955	\$48,213	\$10,676,990	73.1%	74.8%	\$249.70	\$241.44	5.3%	4.4%	0.9668	\$14,126,981	\$330.38	-0.4%	1.0151	\$245.99	\$237.86	6.4%	8.0%								
201006		24,410	43,762	\$14,968,176	\$10,148,596	0.9945	\$56,165	\$10,204,761	68.2%	73.7%	\$233.19	\$240.45	-4.9%	2.7%	0.9609	\$14,382,361	\$328.65	-0.5%	1.0098	\$230.93	\$237.05	-4.1%	5.9%								
201007		23,342	42,129	\$14,686,922	\$10,923,733	0.9942	\$63,318	\$10,987,050	74.8%	73.4%	\$260.80	\$242.06	8.6%	3.1%	0.9574	\$14,060,565	\$333.75	1.6%	1.0254	\$254.32	\$238.47	7.6%	5.9%								
201008		23,854	43,512	\$15,012,679	\$11,503,374	0.9922	\$90,808	\$11,594,181	77.2%	73.5%	\$266.46	\$244.80	14.0%	3.7%	0.9526	\$14,301,519	\$328.68	-1.5%	1.0099	\$263.86	\$241.31	14.9%	6.1%								
201009		23,363	42,665	\$14,830,410	\$10,579,569	0.9868	\$141,440	\$10,721,009	72.3%	72.9%	\$251.28	\$244.55	-0.9%	2.7%	0.9433	\$13,989,205	\$327.88	-0.2%	1.0074	\$249.43	\$241.19	-0.2%	4.8%								
201010		23,015	42,162	\$14,671,841	\$11,137,019	0.9850	\$169,689	\$11,306,709	77.1%	73.0%	\$268.17	\$247.00	12.6%	3.9%	0.9396	\$13,785,916	\$326.97	-0.3%	1.0046	\$266.94	\$243.78	13.5%	5.8%								
201011		23,346	42,691	\$14,9,																											

CareFirst BlueCross BlueShield (GHMSI)  
DC Small Group Rate Filing Effective 04/2012  
Development of Normalized Trends  
Experience Period : Incurred 07/2010 - 06/2011 & Paid Through 08/2011  
Rx GHMSI Non-CDH

(a)	(b)	(c)	(d)	(e)	(f)	(g)	(h)	(i)	(j)	(k)	(l)	(m)	(n)	(o)	(p)	(q)	(r)	(s)	(t)	(u)		
Current Rate Level			12/2009				=(e)/(f)															
Date	Contract	Member	Revenue	Incurred&Pd Claims	Compl. Factor	IBNR	Estimated Incurred Claims	Monthly Loss Ratio	Rolling-12 Loss Ratio	Monthly PMPM	Rolling-12 PMPM	Monthly Observed Trend	Rolling-12 Trend	Income Adjust. Factor	Income at Current Rates	PMPM	Monthly Trend	Mix Factor	Monthly PMPM	Rolling-12 PMPM	Monthly Observed Trend	Rolling- 12 Trend
200707	26,058	45,730	\$2,965,743	\$3,077,091	1.0000	\$0	\$3,077,091	103.8%		\$67.29				1.6154	\$4,790,818	\$104.76		1.1641	\$57.80			
200708	26,796	46,865	\$3,036,414	\$3,187,885	1.0000	\$0	\$3,187,885	105.0%		\$68.02				1.6017	\$4,863,383	\$103.77	-0.9%	1.1531	\$58.99			
200709	26,818	46,968	\$3,080,007	\$2,912,975	1.0000	\$0	\$2,912,975	94.6%		\$62.02				1.5882	\$4,891,769	\$104.15	0.4%	1.1573	\$53.59			
200710	27,036	47,167	\$3,105,615	\$3,244,946	1.0000	\$0	\$3,244,946	104.5%		\$68.80				1.5743	\$4,889,139	\$103.66	-0.5%	1.1518	\$59.73			
200711	27,287	47,853	\$3,159,867	\$3,086,317	1.0000	\$0	\$3,086,317	97.7%		\$64.50				1.5553	\$4,914,538	\$102.70	-0.9%	1.1412	\$56.52			
200712	27,141	47,844	\$3,284,197	\$3,173,072	1.0000	\$0	\$3,173,072	96.6%		\$66.32				1.5362	\$5,045,163	\$105.45	2.7%	1.1717	\$56.60			
200801	27,107	47,507	\$3,263,595	\$3,305,081	1.0000	\$0	\$3,305,081	101.3%		\$69.57				1.4893	\$4,860,560	\$102.31	-3.0%	1.1369	\$61.19			
200802	27,008	47,467	\$3,279,011	\$3,107,263	1.0000	\$0	\$3,107,263	94.8%		\$65.46				1.4800	\$4,852,844	\$102.24	-0.1%	1.1360	\$57.62			
200803	26,893	47,322	\$3,301,930	\$3,321,823	1.0000	\$0	\$3,321,823	100.6%		\$70.20				1.4619	\$4,826,985	\$102.00	-0.2%	1.1334	\$61.93			
200804	27,464	48,252	\$3,422,903	\$3,342,316	1.0000	\$0	\$3,342,316	97.6%		\$69.27				1.4380	\$4,922,268	\$102.01	0.0%	1.1335	\$61.11			
200805	27,208	47,866	\$3,423,533	\$3,331,371	1.0000	\$0	\$3,331,371	97.3%		\$69.60				1.4120	\$4,833,892	\$100.99	-1.0%	1.1222	\$62.02			
200806	27,860	48,717	\$3,542,011	\$3,306,985	1.0000	\$0	\$3,306,985	93.4%	98.8%	\$67.88	\$67.42			1.3913	\$4,927,860	\$101.15	0.2%	1.1240	\$60.39	\$58.95		
200807	27,331	47,870	\$3,545,703	\$3,383,683	1.0000	\$0	\$3,383,683	95.4%	98.1%	\$70.68	\$67.70	5.0%		1.3627	\$4,831,878	\$100.94	-0.2%	1.1216	\$63.02	\$59.38	9.0%	
200808	27,370	47,881	\$3,558,413	\$3,217,019	1.0000	\$0	\$3,217,019	90.4%	96.9%	\$67.19	\$67.63	-1.2%		1.3532	\$4,815,278	\$100.57	-0.4%	1.1175	\$60.12	\$59.47	1.9%	
200809	27,257	48,033	\$3,607,113	\$3,364,016	1.0000	\$0	\$3,364,016	93.3%	96.8%	\$70.04	\$68.29	12.9%		1.3279	\$4,789,900	\$99.72	-0.8%	1.1081	\$63.20	\$60.27	17.9%	
200810	26,649	47,038	\$3,591,634	\$3,459,432	1.0000	\$0	\$3,459,432	96.3%	96.1%	\$73.55	\$68.68	6.9%		1.3144	\$4,720,987	\$100.37	0.6%	1.1152	\$65.95	\$60.77	10.4%	
200811	26,891	47,168	\$3,611,570	\$3,070,541	1.0000	\$0	\$3,070,541	85.0%	95.1%	\$65.10	\$68.73	0.9%		1.2971	\$4,684,443	\$99.31	-1.0%	1.1036	\$58.99	\$60.99	4.4%	
200812	26,212	46,451	\$3,571,701	\$3,576,267	1.0000	\$0	\$3,576,267	100.1%	95.4%	\$76.99	\$69.61	16.1%		1.2739	\$4,549,841	\$97.95	-1.4%	1.0884	\$70.74	\$62.14	25.0%	
200901	24,966	43,930	\$3,563,700	\$3,306,435	1.0000	\$0	\$3,306,435	92.8%	94.7%	\$75.27	\$70.05	8.2%		1.2546	\$4,470,933	\$101.77	3.9%	1.1309	\$66.55	\$62.57	8.8%	
200902	25,055	44,420	\$3,487,456	\$3,088,311	1.0000	\$0	\$3,088,311	88.6%	94.2%	\$69.53	\$70.39	6.2%		1.2485	\$4,353,949	\$98.02	-3.7%	1.0892	\$63.83	\$63.09	10.8%	
200903	25,409	45,227	\$3,546,320	\$3,427,978	1.0000	\$0	\$3,427,978	96.7%	93.9%	\$75.79	\$70.84	8.0%		1.2336	\$4,374,722	\$96.73	-1.3%	1.0748	\$70.52	\$63.77	13.9%	
200904	24,413	43,082	\$3,425,044	\$3,321,834	1.0000	\$0	\$3,321,834	97.0%	93.8%	\$77.10	\$71.46	11.3%		1.2246	\$4,194,258	\$97.36	0.6%	1.0818	\$71.28	\$64.57	16.6%	
200905	23,873	42,229	\$3,401,107	\$3,287,464	1.0000	\$0	\$3,287,464	96.7%	93.8%	\$77.85	\$72.11	11.9%		1.2172	\$4,139,950	\$98.04	0.7%	1.0894	\$71.46	\$65.31	15.2%	
200906	24,479	43,656	\$3,429,778	\$3,372,985	1.0000	\$0	\$3,372,985	98.3%	94.2%	\$77.26	\$72.90	13.8%	8.1%	1.2083	\$4,144,334	\$94.93	-3.2%	1.0549	\$73.24	\$66.37	21.3%	12.6%
200907	23,511	42,137	\$3,349,128	\$3,415,171	1.0000	\$0	\$3,415,171	102.0%	94.7%	\$81.05	\$73.73	14.7%	8.9%	1.1981	\$4,012,629	\$95.23	0.3%	1.0582	\$76.59	\$67.44	21.5%	13.6%
200908	24,172	42,898	\$3,431,589	\$3,052,616	1.0000	\$0	\$3,052,616	89.0%	94.6%	\$71.16	\$74.11	5.9%	9.6%	1.1905	\$4,085,157	\$95.23	0.0%	1.0582	\$67.25	\$68.10	11.8%	14.5%
200909	23,011	41,118	\$3,303,663	\$3,122,571	1.0000	\$0	\$3,122,571	94.5%	94.7%	\$75.94	\$74.62	8.4%	9.3%	1.1814	\$3,903,062	\$94.92	-0.3%	1.0548	\$72.00	\$68.85	13.9%	14.2%
200910	23,061	41,106	\$3,323,475	\$3,276,534	1.0000	\$0	\$3,276,534	98.6%	94.9%	\$79.71	\$75.12	8.4%	9.4%	1.1811	\$3,925,452	\$95.50	0.6%	1.0611	\$75.12	\$69.60	13.9%	14.5%
200911	23,102	41,158	\$3,328,151	\$3,050,162	1.0000	\$0	\$3,050,162	91.6%	95.5%	\$74.11	\$75.95	13.8%	10.5%	1.1657	\$3,879,712	\$94.26	-1.3%	1.0474	\$70.75	\$70.68	19.9%	15.9%
200912	22,326	39,966	\$3,259,772	\$3,228,635	1.0000	\$0	\$3,228,635	99.0%	95.4%	\$80.78	\$76.24	4.9%	9.5%	1.1496	\$3,747,362	\$93.76	-0.5%	1.0419	\$77.54	\$71.20	9.6%	14.6%
201001	22,827	40,616	\$3,297,096	\$3,028,924	1.0000	\$0	\$3,028,924	91.9%	95.3%	\$74.57	\$76.19	-0.9%	8.8%	1.1386	\$3,753,991	\$92.43	-1.4%	1.0270	\$72.61	\$71.74	9.1%	14.7%
201002	21,878	39,068	\$3,235,442	\$2,698,812	1.0000	\$0	\$2,698,812	83.4%	94.9%	\$69.08	\$76.22	-0.6%	8.3%	1.1300	\$3,656,131	\$93.58	1.3%	1.0399	\$66.43	\$72.05	4.1%	14.2%
201003	22,249	39,667	\$3,286,577	\$3,210,846	1.0000	\$0	\$3,210,846	97.7%	95.0%	\$80.95	\$76.64	6.8%	8.2%	1.1279	\$3,706,958	\$93.45	-0.1%	1.0384	\$77.95	\$72.66	10.5%	13.9%
201004	22,215	39,494	\$3,296,328	\$3,223,689	1.0000	\$0	\$3,223,689	97.8%	95.1%	\$81.62	\$77.00	5.9%	7.7%	1.1174	\$3,683,176	\$93.26	-0.2%	1.0363	\$78.77	\$73.27	10.5%	13.5%
201005	21,590	38,505	\$3,197,689	\$2,931,968	1.0000	\$0	\$2,931,968	91.7%	94.7%	\$76.15	\$76.86	-2.2%	6.6%	1.1124	\$3,557,054	\$92.38	-0.9%	1.0265	\$74.18	\$73.50	3.8%	12.5%
201006	22,176	39,484	\$3,293,661	\$3,183,960	1.0000	\$0	\$3,183,960	96.7%	94.5%	\$80.64	\$77.13	4.4%	5.8%	1.1060	\$3,642,912	\$92.26	-0.1%	1.0252	\$78.66	\$73.93	7.4%	11.4%
201007	21,233	38,066	\$3,234,078	\$3,088,583	1.0000	\$0	\$3,088,583	95.5%	93.9%	\$81.14	\$77.10	0.1%	4.6%	1.0997	\$3,556,511	\$93.43	1.3%	1.0382	\$78.15	\$74.03	2.0%	9.8%
201008	21,670	39,194	\$3,279,536	\$3,101,983	1.0000	\$0	\$3,101,983	94.6%	94.4%	\$79.14	\$77.80	11.2%	5.0%	1.0958	\$3,593,684	\$91.69	-1.9%	1.0188	\$77.68	\$74.95	15.5%	10.1%
201009	21,294	38,608	\$3,261,094	\$2,880,408	1.0000	\$0	\$2,880,408	88.3%	93.9%	\$74.61	\$77.70	-1.8%	4.1%	1.0873	\$3,545,701	\$91.84	0.2%	1.0205	\$73.11	\$75.06	1.5%	9.0%
201010	21,030	38,237	\$3,205,899	\$3,014,167	1.0000	\$0	\$3,014,167	94.0%	93.5%	\$78.83	\$77.62	-1.1%	3.3%	1.0849	\$3,478,049	\$90.96	-1.0%	1.0107	\$77.99	\$75.29	3.8%	8.2%
201011	21,390	38,787	\$3,304,020	\$2,964,119	1.0000	\$0	\$2,964,119	89.7%	93.4%	\$76.42	\$77.83	3.1%	2.5%	1.0771	\$3,558,651	\$91.75	0.9%	1.0195	\$74.96	\$75.66	5.9%	7.0%
201012	21,289	38,970	\$3,288,529	\$3,088,168	1.0000	\$0	\$3,088,168	93.9%	92.9%	\$79.24	\$77.70	-1.9%	1.9%	1.0682	\$3,512,856	\$90.14	-1.8%	1.0016	\$79.11	\$75.78	2.0%	6.4%
201101	20,937	38,384	\$3,315,483	\$3,061,729	1.0000	\$0	\$3,061,729	92.3%	93.0%	\$79.77	\$78.14	7.0%	2.6%	1.0511	\$3,484,934	\$90.79	0.7%	1.0089	\$79.07	\$76.32	8.9%	6.4%
201102	20,676	37,711	\$3,267,790	\$2,929,673	1.0000	\$0	\$2,929,673	89.7%	93.5%	\$77.69	\$78.86	12.5%	3.5%	1.0426	\$3,406,852	\$90.34	-0.5%	1.0039	\$77.39	\$77.26	16.5%	7.2%
201103	20,885	38,310	\$3,311,287	\$3,275,229	1.0000	\$0	\$3,275,229	98.9%	93.6%	\$85.49	\$79.23	5.6%	3.4%	1.0341	\$3,424,326	\$89.38	-1.1%	0.9932	\$86.08	\$77.91	10.4%	7.2%
201104	20,967	38,530	\$3,328,658	\$3,051,079	1.0000	\$0	\$3,051,079	91.7%	93.1%	\$79.19	\$79.02	-3.0%	2.6%	1.0368	\$3,451,234	\$89.57	0.2%	0.9953	\$79.56	\$77.97	1.0%	6.4%
201105	20,891	38,386	\$3,334,670	\$3,156,502	1.0000	\$0	\$3,156,502	94.7%	93.3%	\$82.23	\$79.53	8.0%	3.5%	1.0315	\$3,439,696	\$89.61	0.0%	0.9957	\$82.59	\$78.66	11.3%	7.0%
201106	20,905	38,470	\$3,372,083	\$3,329,090	0.9994	\$2,086	\$3,331,175	98.8%	93.5%	\$86.59	\$80.02	7.4%	3.8%	1.0267	\$3,462,090	\$89.99	0.4%	1.0000	\$86.59	\$79.32	10.1%	7.3%
201107	20,805	38,164	\$3,392,171	\$3,058,436	0.9992	\$2,496	\$3,060,932	90.2%	93.1%	\$86.20	\$79.95	-1.1%	3.7%									
201108	20,773	38,168	\$3,402,148	\$2,671,024	0.7923	\$700,132	\$3,371,157	99.1%	93.5%	\$88.32	\$80.71	11.6%	3.7%									
Experience Period	253,167	461,653	\$39,503,126	\$36,940,729	0.9999	\$2,086	\$36,942,815			\$80.02				1								

CareFirst BlueCross BlueShield (GHMSI)  
DC Small Group Rate Filing Effective 04/2012  
Development of Normalized Trends  
Experience Period : Incurred 07/2010 - 06/2011 & Paid Through 08/2011  
Rx GHMSI HSA

(a)	(b)	(c)	(d)	(e)	(f)	(g)	(h)	(i)	(j)	(k)	(l)	(m)	(n)	(o)	(p)	(q)	(r)	(s)	(t)	(u)						
Current Rate Level			12/2009						=(h)/(f)			=(h)/(c)			=(d) x (m)			=(n)/(c)			=(j)/(q)			Normalised Incurred Claims		
Date	Contract	Member	Revenue	Incurred&Pd Claims	Compl. Factor	IBNR	Estimated Incurred Claims	Monthly Loss Ratio	Rolling-12 Loss Ratio	Monthly PMPM	Rolling-12 PMPM	Monthly Observed Trend	Rolling-12 Trend	Income Adjust. Factor	Income at Current Rates	PMPM	Monthly Trend	Mix Factor	Monthly PMPM	Rolling-12 PMPM	Monthly Observed Trend	Rolling-12 Trend				
200707	353	641	\$24,298	\$29,576	1.0000	\$0	\$29,576	121.7%		\$46.14				1.5477	\$37,607	\$58.67		0.7941	\$58.10							
200708	364	702	\$31,092	\$31,022	1.0000	\$0	\$31,022	99.8%		\$44.19				1.6476	\$51,227	\$72.97	24.4%	0.9878	\$44.74							
200709	547	1,125	\$46,670	\$35,761	1.0000	\$0	\$35,761	76.6%		\$31.79				1.6217	\$75,685	\$67.28	-7.8%	0.9106	\$34.91							
200710	438	855	\$35,854	\$35,317	1.0000	\$0	\$35,317	98.5%		\$41.31				1.6226	\$58,175	\$68.04	1.1%	0.9210	\$44.85							
200711	426	825	\$35,093	\$39,818	1.0000	\$0	\$39,818	113.5%		\$48.26				1.6152	\$56,683	\$68.71	1.0%	0.9300	\$51.90							
200712	450	847	\$36,154	\$54,236	1.0000	\$0	\$54,236	150.0%		\$64.03				1.5453	\$55,869	\$65.96	-4.0%	0.8929	\$71.72							
200801	478	898	\$39,469	\$9,543	1.0000	\$0	\$9,543	24.2%		\$10.63				1.5341	\$60,549	\$67.43	2.2%	0.9127	\$11.64							
200802	723	1,349	\$52,529	\$9,084	1.0000	\$0	\$9,084	17.3%		\$6.73				1.4589	\$76,633	\$56.81	-15.7%	0.7689	\$8.76							
200803	667	1,297	\$59,691	\$26,962	1.0000	\$0	\$26,962	45.2%		\$20.79				1.4152	\$84,474	\$65.13	14.7%	0.8816	\$23.58							
200804	645	1,235	\$59,061	\$36,886	1.0000	\$0	\$36,886	62.5%		\$29.87				1.4268	\$84,271	\$68.24	4.8%	0.9236	\$32.34							
200805	767	1,461	\$68,000	\$54,551	1.0000	\$0	\$54,551	80.2%		\$37.34				1.3743	\$93,451	\$63.96	-6.3%	0.8658	\$43.12							
200806	868	1,743	\$82,508	\$74,272	1.0000	\$0	\$74,272	90.0%	76.6%	\$42.61	\$33.67			1.3623	\$112,396	\$64.48	0.8%	0.8729	\$48.82	\$38.12						
200807	980	1,997	\$100,788	\$65,159	1.0000	\$0	\$65,159	64.6%	73.1%	\$32.63	\$32.97	-29.3%		1.4895	\$150,123	\$75.17	16.6%	1.0176	\$32.07	\$36.39	-44.8%					
200808	1,042	2,118	\$106,532	\$87,098	1.0000	\$0	\$87,098	81.8%	73.2%	\$41.12	\$33.57	-6.9%		1.3399	\$142,748	\$67.40	-10.3%	0.9123	\$45.08	\$37.16	0.8%					
200809	1,058	2,090	\$108,007	\$95,166	1.0000	\$0	\$95,166	88.1%	75.0%	\$45.53	\$35.18	43.2%		1.3177	\$142,316	\$68.09	1.0%	0.9217	\$49.40	\$38.87	41.5%					
200810	1,203	2,376	\$127,094	\$92,317	1.0000	\$0	\$92,317	72.6%	73.7%	\$38.85	\$35.37	-5.9%		1.2990	\$165,098	\$69.49	2.0%	0.9406	\$41.31	\$38.92	-7.9%					
200811	1,208	2,398	\$129,501	\$120,231	1.0000	\$0	\$120,231	92.8%	74.8%	\$50.14	\$36.63	3.9%		1.2858	\$166,518	\$69.44	-0.1%	0.9400	\$53.34	\$40.16	2.8%					
200812	1,251	2,486	\$138,523	\$155,825	1.0000	\$0	\$155,825	112.5%	77.2%	\$62.68	\$38.56	-2.1%		1.2838	\$177,838	\$71.54	3.0%	0.9683	\$64.73	\$41.95	-9.7%					
200901	1,267	2,450	\$142,224	\$63,995	1.0000	\$0	\$63,995	45.0%	75.1%	\$26.12	\$38.33	145.8%		1.2473	\$177,394	\$72.41	1.2%	0.9801	\$26.65	\$41.40	128.9%					
200902	1,579	3,151	\$176,480	\$79,899	1.0000	\$0	\$79,899	45.3%	73.3%	\$25.36	\$38.40	276.5%		1.1911	\$210,196	\$66.71	-7.9%	0.9030	\$28.08	\$41.22	220.7%					
200903	1,396	2,764	\$170,955	\$125,880	1.0000	\$0	\$125,880	73.6%	74.6%	\$45.54	\$40.02	119.1%		1.2188	\$208,352	\$75.38	13.0%	1.0204	\$44.63	\$42.42	89.3%					
200904	1,483	2,914	\$168,797	\$126,075	1.0000	\$0	\$126,075	74.7%	75.1%	\$43.27	\$40.81	44.9%		1.2290	\$207,450	\$71.19	-5.6%	0.9636	\$44.90	\$43.12	38.8%					
200905	1,692	3,269	\$187,499	\$150,645	1.0000	\$0	\$150,645	80.3%	75.5%	\$46.08	\$41.56	23.4%		1.1920	\$223,495	\$68.37	-4.0%	0.9254	\$49.80	\$43.84	15.5%					
200906	1,636	3,226	\$185,238	\$192,103	1.0000	\$0	\$192,103	103.7%	77.8%	\$59.55	\$43.36	39.7%	28.7%	1.2044	\$223,102	\$69.16	1.2%	0.9361	\$63.61	\$45.59	30.3%	19.6%				
200907	1,606	3,176	\$186,037	\$174,378	1.0000	\$0	\$174,378	93.7%	80.1%	\$54.90	\$45.15	68.3%	36.9%	1.2008	\$223,392	\$70.34	1.7%	0.9521	\$57.67	\$47.68	79.8%	31.0%				
200908	1,639	3,174	\$188,647	\$186,761	1.0000	\$0	\$186,761	99.0%	81.9%	\$58.84	\$46.70	43.1%	39.1%	1.2035	\$227,044	\$71.53	1.7%	0.9683	\$60.77	\$49.10	34.8%	32.1%				
200909	1,670	3,262	\$199,771	\$170,240	1.0000	\$0	\$170,240	85.2%	81.9%	\$52.19	\$47.29	14.6%	34.4%	1.1895	\$237,636	\$72.85	1.8%	0.9861	\$52.92	\$49.45	7.1%	27.2%				
200910	1,636	3,292	\$195,721	\$205,688	1.0000	\$0	\$205,688	105.1%	84.6%	\$62.48	\$49.26	60.8%	39.2%	1.1816	\$231,268	\$70.25	-3.6%	0.9509	\$65.71	\$51.48	59.1%	32.3%				
200911	1,797	3,522	\$208,764	\$202,014	1.0000	\$0	\$202,014	96.8%	85.3%	\$67.36	\$49.98	14.4%	36.5%	1.1758	\$245,471	\$69.70	-0.8%	0.9434	\$60.80	\$52.25	14.0%	30.1%				
200912	1,624	3,329	\$195,429	\$210,027	1.0000	\$0	\$210,027	107.5%	85.6%	\$63.09	\$50.30	0.7%	30.4%	1.1723	\$229,111	\$68.82	-1.3%	0.9316	\$67.72	\$52.75	4.6%	25.7%				
201001	1,513	3,005	\$191,614	\$116,506	1.0000	\$0	\$116,506	60.8%	86.0%	\$38.77	\$50.95	48.4%	32.9%	1.1712	\$224,413	\$74.68	8.5%	1.0109	\$38.35	\$53.27	43.9%	28.7%				
201002	1,617	3,192	\$205,285	\$117,033	1.0000	\$0	\$117,033	57.0%	86.6%	\$36.66	\$51.86	44.6%	35.1%	1.1168	\$229,272	\$71.83	-3.8%	0.9723	\$37.71	\$53.90	34.3%	30.8%				
201003	1,666	3,216	\$208,250	\$167,033	1.0000	\$0	\$167,033	80.2%	87.0%	\$51.94	\$52.32	14.0%	30.7%	1.1476	\$238,986	\$74.31	3.5%	1.0059	\$51.63	\$54.41	15.7%	28.3%				
201004	1,574	3,068	\$208,338	\$177,921	1.0000	\$0	\$177,921	85.4%	87.7%	\$57.99	\$53.45	34.0%	31.0%	1.1478	\$239,141	\$77.95	4.9%	1.0551	\$54.96	\$55.17	22.4%	27.9%				
201005	1,549	3,052	\$200,536	\$174,754	1.0000	\$0	\$174,754	87.1%	88.2%	\$57.26	\$54.38	24.3%	30.9%	1.1085	\$222,290	\$72.83	-6.6%	0.9859	\$58.08	\$55.84	16.6%	27.4%				
201006	1,645	3,152	\$204,246	\$185,630	1.0000	\$0	\$185,630	90.9%	87.3%	\$58.89	\$54.32	-1.1%	25.3%	1.1251	\$229,806	\$72.91	0.1%	0.9869	\$59.68	\$55.53	-6.2%	21.8%				
201007	1,569	3,023	\$205,295	\$180,725	1.0000	\$0	\$180,725	88.0%	86.8%	\$59.78	\$54.70	8.9%	21.2%	1.1307	\$232,130	\$76.79	5.3%	1.0394	\$67.52	\$55.52	-0.3%	16.5%				
201008	1,595	3,213	\$213,191	\$210,922	1.0000	\$0	\$210,922	98.9%	87.0%	\$65.65	\$55.28	11.6%	18.4%	1.1270	\$240,276	\$74.78	-2.6%	1.0123	\$64.85	\$55.90	6.7%	13.9%				
201009	1,570	3,091	\$210,996	\$150,619	1.0000	\$0	\$150,619	71.4%	85.8%	\$48.73	\$55.01	-6.6%	16.3%	1.1122	\$234,671	\$75.92	1.5%	1.0277	\$47.42	\$55.44	-10.4%	12.1%				
201010	1,475	2,939	\$196,912	\$196,110	1.0000	\$0	\$196,110	99.6%	85.3%	\$66.73	\$55.27	6.8%	12.2%	1.1072	\$218,025	\$74.18	-2.3%	1.0042	\$66.45	\$55.45	1.1%	7.7%				
201011	1,468	2,936	\$197,590	\$195,091	1.0000	\$0	\$195,091	98.7%	85.4%	\$66.45	\$55.95	15.8%	12.0%	1.1053	\$218,400	\$74.39	0.3%	1.0069	\$65.99	\$55.81	8.5%	6.8%				
201012	1,561	3,101	\$205,743	\$217,575	1.0000	\$0	\$217,575	105.8%	85.4%	\$70.16	\$56.50	11.2%	12.3%	1.0986	\$226,036	\$72.89	-2.0%	0.9867	\$71.11	\$56.07	5.0%	6.3%				
201101	1,501	2,983	\$204,052	\$112,330	1.0000	\$0	\$112,330	55.0%	84.8%	\$37.66	\$56.42	-2.9%	10.8%	1.0752	\$219,398	\$73.55	0.9%	0.9956	\$37.82	\$56.06	-1.4%	5.3%				
201102	1,556	3,085	\$215,428	\$118,383	1.0000	\$0	\$118,383	55.0%	84.5%	\$38.37	\$56.62	4.7%	9.2%	1.0644	\$229,304	\$74.33	1.1%	1.0061	\$38.14	\$56.10	1.1%	4.1%				
201103	1,586	3,080	\$217,699	\$154,260	1.0000	\$0	\$154,260	70.9%	83.6%	\$50.08	\$56.49	-3.6%	8.0%	1.0535	\$229,342	\$74.46	0.2%	1.0079	\$49.69	\$55.95	-3.8%	2.8%				
201104	1,556	3,044	\$214,823	\$184,795	1.0000	\$0	\$184,795	86.0%	83.7%	\$60.71	\$56.71	4.7%	6.1%	1.0541	\$226,449	\$74.39	-0.1%	1.0070	\$60.29	\$56.40	9.7%	2.2%				
201105	1,535	3,009	\$214,612	\$185,720	1.0000	\$0	\$185,720	86.5%	83.7%	\$616																



CareFirst BlueCross BlueShield (GHMSI)  
DC Small Group Rate Filing Effective 04/2012  
Development of Normalized Trends  
Experience Period : Incurred 07/2010 - 06/2011 & Paid Through 08/2011  
Rx GHMSI Int HRA

(a)	(b)	(c)	(d)	(e)	(f)	(g)	(h)	(i)	(j)	(k)	(l)	(m)	(n)	(o)	(p)	(q)	(r)	(s)	(t)	(u)		
Current Rate Level			12/2009				=(e)/(f)	=(h)/(c)					=(d) x (m)	=(n)/(c)			= (i)/(q)					
								Incurred Claims				Revenue at Current Rate Level				Normalized Incurred Claims						
Date	Contract	Member	Revenue	Incurred&Pd Claims	Compl. Factor	IBNR	Estimated Incurred Claims	Monthly Loss Ratio	Rolling-12 Loss Ratio	Monthly PMPM	Rolling-12 PMPM	Monthly Observed Trend	Rolling-12 Trend	Income Adj. Factor	Income at Current Rates	PMPM	Monthly Trend	Mix Factor	Monthly PMPM	Rolling-12 PMPM	Monthly Observed Trend	Rolling-12 Trend
200707	221	384	\$13,647	\$9,509	1.0000	\$0	\$9,509	69.7%		\$24.76				1.5844	\$21,622	\$56.31		0.8625	\$28.71			
200708	240	456	\$16,443	\$10,562	1.0000	\$0	\$10,562	64.2%		\$23.16				1.5212	\$25,014	\$54.85	-2.6%	0.8402	\$27.57			
200709	227	413	\$18,987	\$13,334	1.0000	\$0	\$13,334	70.2%		\$32.29				1.5236	\$28,928	\$70.04	27.7%	1.0729	\$30.09			
200710	221	392	\$17,142	\$16,726	1.0000	\$0	\$16,726	97.6%		\$42.67				1.5265	\$26,166	\$66.75	-4.7%	1.0224	\$41.73			
200711	234	440	\$18,918	\$20,101	1.0000	\$0	\$20,101	106.3%		\$45.68				1.5157	\$28,673	\$65.17	-2.4%	0.9982	\$45.77			
200712	231	398	\$19,233	\$20,363	1.0000	\$0	\$20,363	105.9%		\$51.16				1.4999	\$28,847	\$72.48	11.2%	1.1102	\$46.08			
200801	209	389	\$17,803	\$1,077	1.0000	\$0	\$1,077	6.0%		\$2.77				1.4616	\$26,021	\$66.89	-7.7%	1.0246	\$2.70			
200802	233	419	\$19,401	\$7,919	1.0000	\$0	\$7,919	40.8%		\$18.90				1.3628	\$26,440	\$63.10	-5.7%	0.9666	\$19.55			
200803	117	226	\$14,641	\$13,709	1.0000	\$0	\$13,709	93.6%		\$60.66				1.3868	\$20,304	\$89.84	42.4%	1.3761	\$44.08			
200804	183	345	\$16,846	\$13,486	1.0000	\$0	\$13,486	80.1%		\$39.09				1.3762	\$23,183	\$67.20	-25.2%	1.0293	\$37.98			
200805	201	375	\$19,337	\$11,289	1.0000	\$0	\$11,289	58.4%		\$30.10				1.3151	\$25,431	\$67.81	0.9%	1.0388	\$28.98			
200806	269	463	\$23,247	\$13,251	1.0000	\$0	\$13,251	57.0%	70.2%	\$28.62	\$32.20			1.2622	\$29,342	\$63.37	-6.5%	0.9707	\$29.48	\$31.87		
200807	259	436	\$25,223	\$18,021	1.0000	\$0	\$18,021	71.4%	70.3%	\$41.33	\$33.64	66.9%		1.2151	\$30,648	\$70.29	10.9%	1.0767	\$38.39	\$32.71	33.7%	
200808	242	451	\$23,788	\$17,817	1.0000	\$0	\$17,817	74.9%	71.2%	\$39.50	\$35.20	70.5%		1.1960	\$28,449	\$63.08	-10.3%	0.9662	\$40.89	\$33.83	48.3%	
200809	253	446	\$24,090	\$28,914	1.0000	\$0	\$28,914	120.0%	76.2%	\$64.83	\$38.22	100.8%		1.2316	\$29,670	\$66.52	5.5%	1.0190	\$63.62	\$36.90	111.4%	
200810	340	622	\$30,288	\$26,259	1.0000	\$0	\$26,259	86.7%	76.0%	\$42.22	\$38.36	-1.1%		1.1567	\$35,034	\$56.32	-15.3%	0.8627	\$48.93	\$37.79	17.3%	
200811	291	525	\$28,570	\$19,897	1.0000	\$0	\$19,897	69.6%	73.2%	\$37.90	\$37.68	-17.0%		1.1909	\$34,025	\$64.81	15.1%	0.9927	\$38.18	\$37.15	-16.6%	
200812	303	584	\$30,550	\$34,495	1.0000	\$0	\$34,495	112.9%	75.3%	\$59.07	\$39.03	15.4%		1.1769	\$35,954	\$61.57	-5.0%	0.9430	\$62.64	\$39.06	35.9%	
200901	347	637	\$38,275	\$18,974	1.0000	\$0	\$18,974	49.6%	76.1%	\$29.79	\$40.52	975.8%		1.1435	\$43,769	\$68.71	11.6%	1.0525	\$28.30	\$40.38	947.4%	
200902	388	664	\$42,396	\$15,505	1.0000	\$0	\$15,505	36.6%	73.0%	\$23.35	\$40.11	23.5%		1.1765	\$49,880	\$75.12	9.3%	1.1507	\$20.29	\$39.21	3.8%	
200903	395	723	\$43,600	\$33,651	1.0000	\$0	\$33,651	77.2%	72.7%	\$46.54	\$40.11	-23.3%		1.1475	\$50,031	\$69.20	-7.9%	1.0600	\$43.91	\$39.53	-0.4%	
200904	431	806	\$45,158	\$34,596	1.0000	\$0	\$34,596	76.6%	72.8%	\$42.92	\$40.50	9.8%		1.1390	\$51,435	\$63.82	-7.8%	0.9775	\$43.91	\$40.12	15.6%	
200905	457	842	\$43,932	\$36,067	1.0000	\$0	\$36,067	82.1%	74.5%	\$42.83	\$41.32	42.3%		1.1629	\$51,088	\$60.67	-4.9%	0.9294	\$46.09	\$41.38	59.0%	
200906	436	812	\$47,140	\$35,117	1.0000	\$0	\$35,117	74.5%	75.5%	\$43.25	\$42.30	51.1%	31.4%	1.1285	\$53,198	\$65.52	8.0%	1.0035	\$43.10	\$42.27	46.2%	32.6%
200907	425	801	\$46,590	\$40,009	1.0000	\$0	\$40,009	85.9%	76.8%	\$49.95	\$43.13	20.8%	28.2%	1.1357	\$52,911	\$66.06	0.8%	1.0118	\$49.37	\$43.23	28.6%	32.1%
200908	362	689	\$42,704	\$43,057	1.0000	\$0	\$43,057	100.8%	79.1%	\$62.49	\$44.97	58.2%	27.8%	1.1504	\$49,128	\$71.30	7.9%	1.0922	\$57.22	\$44.63	39.9%	31.9%
200909	367	721	\$41,589	\$33,046	1.0000	\$0	\$33,046	79.5%	77.1%	\$45.83	\$43.99	-29.3%	15.1%	1.1494	\$47,802	\$66.30	-7.0%	1.0156	\$45.13	\$43.66	-29.1%	18.3%
200910	389	726	\$42,738	\$45,039	1.0000	\$0	\$45,039	105.4%	79.0%	\$62.04	\$45.66	46.9%	19.0%	1.1483	\$49,075	\$67.60	2.0%	1.0354	\$59.92	\$44.74	22.4%	18.4%
200911	377	694	\$39,809	\$36,535	1.0000	\$0	\$36,535	91.8%	80.5%	\$52.64	\$46.68	38.9%	23.9%	1.1458	\$45,614	\$65.73	-2.8%	1.0068	\$52.29	\$45.72	37.0%	23.1%
200912	397	724	\$41,942	\$45,249	1.0000	\$0	\$45,249	107.9%	80.8%	\$62.50	\$47.16	5.8%	20.8%	1.1397	\$47,801	\$66.02	0.5%	1.0113	\$61.80	\$45.99	-1.3%	17.7%
201001	320	580	\$34,955	\$22,610	1.0000	\$0	\$22,610	64.7%	82.0%	\$38.98	\$47.88	30.9%	18.2%	1.1427	\$39,944	\$68.87	4.3%	1.0549	\$36.95	\$46.69	30.6%	15.6%
201002	338	606	\$36,439	\$25,520	1.0000	\$0	\$25,520	70.0%	85.0%	\$42.11	\$49.35	80.4%	23.0%	1.5508	\$56,509	\$93.25	35.4%	1.4283	\$29.48	\$47.27	45.3%	20.6%
201003	259	483	\$30,625	\$29,337	1.0000	\$0	\$29,337	95.8%	86.3%	\$60.74	\$50.23	30.5%	25.2%	1.1960	\$36,626	\$75.83	-18.7%	1.1615	\$52.29	\$47.88	19.1%	21.1%
201004	274	514	\$30,353	\$18,633	1.0000	\$0	\$18,633	61.4%	85.7%	\$36.25	\$50.08	-15.5%	23.6%	1.1218	\$34,051	\$66.25	-12.6%	1.0147	\$35.72	\$47.51	-18.6%	18.4%
201005	215	412	\$27,037	\$16,560	1.0000	\$0	\$16,560	61.2%	84.6%	\$40.19	\$50.34	-6.2%	21.8%	1.1214	\$30,319	\$73.59	11.1%	1.1272	\$35.66	\$46.98	-22.6%	13.5%
201006	179	363	\$21,702	\$27,704	1.0000	\$0	\$27,704	127.7%	87.8%	\$76.32	\$52.41	76.5%	23.9%	1.0727	\$23,280	\$64.13	-12.9%	0.9824	\$77.69	\$48.77	80.3%	15.4%
201007	200	392	\$22,861	\$24,043	1.0000	\$0	\$24,043	105.2%	89.0%	\$61.33	\$53.21	22.8%	23.4%	1.1309	\$25,853	\$65.95	2.8%	1.0102	\$60.72	\$49.34	23.0%	14.1%
201008	222	423	\$25,090	\$20,391	1.0000	\$0	\$20,391	81.3%	87.2%	\$48.21	\$51.92	-22.9%	15.5%	1.0580	\$26,544	\$62.75	-4.8%	0.9612	\$50.15	\$48.56	-12.3%	8.8%
201009	195	388	\$24,275	\$19,190	1.0000	\$0	\$19,190	79.1%	87.6%	\$49.46	\$52.47	7.9%	19.3%	1.0598	\$25,727	\$66.31	5.7%	1.0156	\$48.70	\$48.93	7.9%	12.1%
201010	186	358	\$22,598	\$29,176	1.0000	\$0	\$29,176	129.1%	88.1%	\$81.50	\$53.05	31.4%	16.2%	1.0637	\$24,038	\$67.15	1.3%	1.0285	\$79.24	\$49.39	32.2%	10.4%
201011	182	356	\$22,616	\$20,147	1.0000	\$0	\$20,147	89.1%	87.7%	\$56.59	\$53.32	7.5%	14.2%	1.0352	\$23,412	\$65.76	-2.1%	1.0073	\$56.18	\$49.46	7.4%	8.2%
201012	189	370	\$23,622	\$20,443	1.0000	\$0	\$20,443	86.5%	85.0%	\$55.25	\$52.19	-11.6%	10.7%	1.0372	\$24,500	\$66.22	0.7%	1.0143	\$54.47	\$48.20	-11.9%	4.8%
201101	177	347	\$22,204	\$12,393	1.0000	\$0	\$12,393	55.8%	85.2%	\$35.72	\$52.58	-8.4%	9.8%	1.0000	\$22,204	\$63.99	-3.4%	0.9801	\$36.44	\$48.73	-1.4%	4.4%
201102	180	354	\$22,851	\$7,613	1.0000	\$0	\$7,613	33.3%	83.0%	\$21.51	\$51.60	-48.9%	4.6%	1.0000	\$22,851	\$64.55	0.9%	0.9888	\$21.75	\$50.21	-26.2%	6.2%
201103	176	348	\$22,161	\$14,830	1.0000	\$0	\$14,830	66.9%	80.4%	\$42.62	\$49.97	-29.8%	-0.5%	1.0000	\$22,161	\$63.68	-1.3%	0.9754	\$43.69	\$49.48	-16.5%	3.3%
201104	172	340	\$21,704	\$10,020	1.0000	\$0	\$10,020	46.2%	79.8%	\$29.47	\$49.99	-18.7%	-0.2%	1.0000	\$21,704	\$63.84	0.2%	0.9778	\$30.14	\$49.65	-15.6%	4.5%
201105	183	368	\$22,767	\$14,888	1.0000	\$0	\$14,888	65.4%	80.5%	\$40.46	\$50.11	0.7%	-0.4%	1.0000	\$22,767	\$61.87	-3.1%	0.9476	\$42.69	\$50.58	19.7%	7.7%
201106	182	358	\$23,372	\$15,144	0.9994	\$9	\$15,154	64.8%	75.4%	\$42.33	\$47.32	-44.5%	-9.7%	1.0000	\$23,372	\$65.28	5.5%	1.0000	\$42.33	\$47.69	-45.5%	-2.2%
201107	184	362	\$23,677	\$17,564	0.9992	\$14	\$17,578	74.2%	72.9%	\$48.54												

CareFirst BlueCross BlueShield (GHMSI)  
DC Small Group Rate Filing Effective 04/2012  
Development of Normalized Trends  
Experience Period : Incurred 07/2010 - 06/2011 & Paid Through 08/2011  
Rx GHMSI Non-Int HRA

(a)	(b)	(c)	(d)	(e)	(f)	(g)	(h)	(i)	(j)	(k)	(l)	(m)	(n)	(o)	(p)	(q)	(r)	(s)	(t)	(u)		
Current Rate Level			12/2009				=(e)/(f)	=(h)/(i)	Incurred Claims				Revenue at Current Rate Level				Normalized Incurred Claims					
Date	Contract	Member	Revenue	Incurred&Pd Claims	Compl. Factor	IBNR	Estimated Incurred Claims	Monthly Loss Ratio	Rolling-12 Loss Ratio	Monthly PMPM	Rolling-12 PMPM	Monthly Observed Trend	Rolling-12 Trend	Income Adjst. Factor	Income at Current Rates	PMPM	Monthly Trend	Mix Factor	Monthly PMPM	Rolling-12 PMPM	Monthly Observed Trend	Rolling-12 Trend
200707	142	234	\$16,026	\$14,361	1.0000	\$0	\$14,361	89.6%		\$61.37				1.6154	\$25,888	\$110.63		1.2063	\$50.88			
200708	144	233	\$15,722	\$21,196	1.0000	\$0	\$21,196	134.8%		\$90.97				1.6017	\$25,181	\$108.07	-2.3%	1.1783	\$77.20			
200709	141	234	\$15,999	\$16,802	1.0000	\$0	\$16,802	105.0%		\$71.80				1.5882	\$25,410	\$108.59	0.5%	1.1840	\$60.64			
200710	141	219	\$15,665	\$18,530	1.0000	\$0	\$18,530	118.3%		\$84.61				1.5743	\$24,661	\$112.61	3.7%	1.2278	\$68.92			
200711	157	252	\$17,768	\$17,908	1.0000	\$0	\$17,908	100.8%		\$71.06				1.5553	\$27,635	\$109.66	-2.6%	1.1957	\$59.43			
200712	151	233	\$16,732	\$16,675	1.0000	\$0	\$16,675	99.7%		\$71.57				1.5362	\$25,704	\$110.32	0.6%	1.2028	\$59.50			
200801	126	203	\$15,041	\$26,542	1.0000	\$0	\$26,542	176.5%		\$130.75				1.4893	\$22,401	\$110.35	0.0%	1.2032	\$108.67			
200802	307	556	\$39,263	\$30,099	1.0000	\$0	\$30,099	76.7%		\$54.13				1.4800	\$58,108	\$104.51	-5.3%	1.1395	\$47.51			
200803	297	521	\$42,741	\$32,203	1.0000	\$0	\$32,203	75.3%		\$61.81				1.4619	\$62,482	\$119.93	14.8%	1.3076	\$47.27			
200804	297	547	\$44,463	\$49,393	1.0000	\$0	\$49,393	111.1%		\$90.30				1.4380	\$63,939	\$116.89	-2.5%	1.2745	\$70.85			
200805	494	872	\$55,278	\$48,948	1.0000	\$0	\$48,948	88.6%		\$56.13				1.4120	\$78,050	\$89.51	-23.4%	0.9759	\$57.52			
200806	489	852	\$63,660	\$48,911	1.0000	\$0	\$48,911	76.8%		\$57.41	\$68.92			1.3913	\$88,568	\$103.95	16.1%	1.1334	\$50.65	\$59.33		
200807	429	772	\$59,242	\$60,214	1.0000	\$0	\$60,214	101.6%	96.5%	\$78.00	\$70.52	27.1%		1.3627	\$80,732	\$104.57	0.6%	1.1402	\$68.41	\$60.96	34.4%	
200808	586	974	\$69,277	\$69,774	1.0000	\$0	\$69,774	100.7%	95.8%	\$71.64	\$69.93	-21.3%		1.3532	\$93,746	\$96.25	-8.0%	1.0494	\$68.26	\$61.38	-11.6%	
200809	596	1,021	\$77,777	\$56,443	1.0000	\$0	\$56,443	72.6%	92.0%	\$55.28	\$67.74	-23.0%		1.3279	\$103,280	\$101.16	5.1%	1.1029	\$50.12	\$59.82	-17.3%	
200810	592	1,042	\$76,749	\$70,989	1.0000	\$0	\$70,989	92.5%	91.4%	\$68.13	\$67.32	-19.5%		1.3144	\$100,882	\$96.82	-4.3%	1.0556	\$64.54	\$60.13	-6.4%	
200811	651	1,146	\$85,561	\$67,067	1.0000	\$0	\$67,067	78.4%	89.4%	\$58.52	\$66.06	-17.6%		1.2971	\$110,978	\$96.84	0.0%	1.0559	\$55.43	\$59.56	-6.7%	
200812	719	1,309	\$90,626	\$84,609	1.0000	\$0	\$84,609	93.4%	89.7%	\$64.64	\$65.74	-9.7%		1.2739	\$115,444	\$88.19	-8.9%	0.9616	\$67.22	\$60.47	13.0%	
200901	833	1,540	\$109,975	\$92,450	1.0000	\$0	\$92,450	84.1%	87.3%	\$60.03	\$63.76	-54.1%		1.2546	\$137,972	\$89.59	1.6%	0.9768	\$61.46	\$59.61	-43.4%	
200902	877	1,582	\$108,282	\$84,413	1.0000	\$0	\$84,413	78.0%	86.6%	\$53.36	\$62.85	-1.4%		1.2485	\$135,186	\$85.45	-4.6%	0.9317	\$57.27	\$59.94	20.5%	
200903	876	1,648	\$127,702	\$105,665	1.0000	\$0	\$105,665	82.7%	86.6%	\$64.12	\$63.05	3.7%		1.2336	\$157,533	\$95.59	11.9%	1.0422	\$61.52	\$60.76	30.1%	
200904	931	1,748	\$125,201	\$94,634	1.0000	\$0	\$94,634	75.6%	84.3%	\$54.14	\$60.95	-40.0%		1.2246	\$153,319	\$87.71	-8.2%	0.9563	\$56.61	\$59.81	-20.1%	
200905	953	1,663	\$133,394	\$113,939	1.0000	\$0	\$113,939	85.4%	84.2%	\$68.51	\$62.05	22.1%		1.2172	\$162,372	\$97.64	11.3%	1.0646	\$64.36	\$60.45	11.9%	
200906	1,023	1,882	\$143,424	\$101,879	1.0000	\$0	\$101,879	71.0%	83.0%	\$54.13	\$61.38	-5.7%	-10.9%	1.2083	\$173,305	\$92.09	-5.7%	1.0040	\$53.92	\$60.28	6.4%	1.6%
200907	952	1,708	\$127,606	\$94,266	1.0000	\$0	\$94,266	73.9%	81.2%	\$55.19	\$60.02	-29.2%	-14.9%	1.1981	\$152,887	\$89.51	-2.8%	0.9760	\$56.55	\$59.51	-17.3%	-2.4%
200908	928	1,676	\$126,652	\$109,273	1.0000	\$0	\$109,273	86.3%	80.7%	\$65.20	\$59.87	-9.0%	-14.4%	1.1905	\$150,774	\$89.96	0.5%	0.9809	\$66.47	\$59.65	-2.6%	-2.8%
200909	884	1,583	\$120,924	\$93,340	1.0000	\$0	\$93,340	77.2%	80.8%	\$58.96	\$60.05	6.7%	-11.3%	1.1814	\$142,864	\$90.25	0.3%	0.9840	\$59.92	\$60.25	19.6%	0.7%
200910	1,129	1,901	\$123,307	\$95,860	1.0000	\$0	\$95,860	77.7%	79.9%	\$50.43	\$58.67	-26.0%	-12.8%	1.1811	\$145,641	\$76.61	-15.1%	0.8353	\$60.37	\$60.01	-6.5%	-0.2%
200911	845	1,504	\$113,484	\$95,003	1.0000	\$0	\$95,003	83.7%	80.3%	\$63.17	\$59.02	7.9%	-10.6%	1.1657	\$132,291	\$87.96	14.8%	0.9590	\$65.86	\$60.74	18.8%	2.0%
200912	770	1,313	\$100,061	\$83,583	1.0000	\$0	\$83,583	83.5%	79.7%	\$63.66	\$58.96	-1.5%	-10.3%	1.1496	\$115,028	\$87.61	-0.4%	0.9552	\$66.64	\$60.70	-0.9%	0.4%
201001	680	1,164	\$92,202	\$69,070	1.0000	\$0	\$69,070	74.9%	79.1%	\$59.34	\$58.90	-1.2%	-7.6%	1.1386	\$104,979	\$90.19	2.9%	0.9833	\$60.34	\$60.62	-1.8%	1.7%
201002	713	1,194	\$91,955	\$73,949	1.0000	\$0	\$73,949	80.4%	79.3%	\$61.93	\$59.55	16.1%	-5.3%	1.1300	\$103,912	\$87.03	-3.5%	0.9489	\$65.27	\$61.17	14.0%	2.1%
201003	587	1,097	\$80,851	\$80,320	1.0000	\$0	\$80,320	99.3%	80.1%	\$73.22	\$59.95	14.2%	-4.9%	1.1279	\$91,193	\$83.13	-4.5%	0.9064	\$80.78	\$62.24	31.3%	2.4%
201004	481	844	\$65,692	\$48,060	1.0000	\$0	\$48,060	73.2%	80.2%	\$56.94	\$60.39	5.2%	-0.9%	1.1174	\$73,401	\$86.97	4.6%	0.9482	\$60.05	\$62.69	6.1%	4.8%
201005	426	791	\$65,257	\$56,877	1.0000	\$0	\$56,877	87.2%	80.0%	\$71.91	\$60.12	4.9%	-3.1%	1.1124	\$72,591	\$91.77	5.5%	1.0006	\$71.86	\$62.96	11.7%	4.2%
201006	410	763	\$59,653	\$65,873	1.0000	\$0	\$65,873	110.4%	82.7%	\$86.33	\$62.14	59.5%	1.2%	1.1060	\$65,978	\$86.47	-5.8%	0.9428	\$91.57	\$65.52	69.8%	8.7%
201007	340	648	\$50,541	\$43,341	1.0000	\$0	\$43,341	85.8%	83.9%	\$66.88	\$63.17	21.2%	5.2%	1.0997	\$55,580	\$85.77	-0.8%	0.9352	\$71.52	\$66.88	26.5%	12.4%
201008	367	682	\$53,390	\$66,591	1.0000	\$0	\$66,591	124.7%	85.7%	\$97.64	\$64.66	49.8%	8.0%	1.0958	\$58,504	\$85.78	0.0%	0.9353	\$104.39	\$68.82	57.0%	15.4%
201009	304	578	\$47,239	\$44,166	1.0000	\$0	\$44,166	93.5%	87.2%	\$76.41	\$65.93	29.6%	9.8%	1.0873	\$51,362	\$88.86	3.6%	0.9689	\$78.87	\$70.49	31.6%	17.0%
201010	324	628	\$50,579	\$46,872	1.0000	\$0	\$46,872	92.7%	88.8%	\$74.64	\$69.04	48.0%	17.7%	1.0849	\$54,873	\$87.38	-1.7%	0.9527	\$78.34	\$72.43	29.8%	20.7%
201011	306	612	\$48,890	\$43,176	1.0000	\$0	\$43,176	88.3%	89.5%	\$70.55	\$69.99	11.7%	18.6%	1.0771	\$52,658	\$86.04	-1.5%	0.9381	\$75.20	\$73.56	14.2%	21.1%
201012	348	673	\$53,557	\$42,628	1.0000	\$0	\$42,628	79.6%	89.6%	\$63.34	\$70.39	-0.5%	19.4%	1.0682	\$57,210	\$85.01	-1.2%	0.9269	\$68.34	\$74.15	2.5%	22.2%
201101	280	531	\$45,453	\$44,735	1.0000	\$0	\$44,735	98.4%	92.1%	\$84.25	\$72.62	42.0%	23.3%	1.0511	\$47,776	\$89.97	5.8%	0.9810	\$85.88	\$76.71	42.3%	26.5%
201102	300	560	\$48,441	\$45,652	1.0000	\$0	\$45,652	94.2%	93.8%	\$81.52	\$74.73	31.6%	25.5%	1.0426	\$50,502	\$90.18	0.2%	0.9833	\$82.91	\$78.76	27.0%	28.8%
201103	302	565	\$51,247	\$43,706	1.0000	\$0	\$43,706	85.3%	92.5%	\$77.36	\$75.13	5.7%	25.3%	1.0341	\$52,996	\$93.80	4.0%	1.0227	\$75.64	\$78.26	-6.4%	25.7%
201104	298	554	\$49,262	\$52,349	1.0000	\$0	\$52,349	106.3%	95.6%	\$94.49	\$78.57	65.9%	30.1%	1.0368	\$51,076	\$92.20	-1.7%	1.0052	\$94.00	\$81.45	56.5%	29.9%
201105	301	573	\$51,837	\$45,147	1.0000	\$0	\$45,147	87.1%	95.8%	\$78.79	\$79.30	9.6%	31.9%	1.0315	\$53,470	\$93.32	1.2%	1.0174	\$77.44	\$82.19	7.8%	30.5%
201106	313	591	\$52,795	\$47,560	0.9994	\$30	\$47,590	90.1%	93.8%	\$80.52	\$78.66	-6.7%	26.6%	1.0267	\$54,204	\$91.72	-1.7%	1.0000	\$80.52	\$81.08	-12.1%	23.7%
201107	31																					

CareFirst BlueCross BlueShield (GHMSI)  
DC Small Group Rate Filing Effective 04/2012  
Development of Normalized Trends  
Experience Period : Incurred 07/2010 - 06/2011 & Paid Through 08/2011  
Rx GHMSI Total

(a)	(b)	(c)	(d)	(e)	(f)	(g)	(h)	(i)	(j)	(k)	(l)	(m)	(n)	(o)	(p)	(q)	(r)	(s)	(t)	(u)		
Current Rate Level			12/2009					Incurred Claims				Revenue at Current Rate Level				Normalized Incurred Claims						
Date	Contract	Member	Revenue	Incurred&Pd Claims	Compl. Factor	IBNR	Estimated Incurred Claims	Monthly Loss Ratio	Rolling-12 Loss Ratio	Monthly PMPM	Rolling-12 PMPM	Monthly Observed Trend	Rolling-12 Trend	Income Adjst. Factor	Income at Current Rates	PMPM	Monthly Trend	Mix Factor	Monthly PMPM	Rolling-12 PMPM	Monthly Observed Trend	Rolling-12 Trend
200707	26,774	46,989	\$3,019,714	\$3,130,538	1.0000	\$0	\$3,130,538	103.7%		\$66.62				1.6147	\$4,875,935	\$103.77		1.1703	\$56.93			
200708	27,544	48,256	\$3,099,670	\$3,250,664	1.0000	\$0	\$3,250,664	104.9%		\$67.36				1.6017	\$4,964,805	\$102.88	-0.9%	1.1603	\$58.06			
200709	27,733	48,740	\$3,161,663	\$2,978,872	1.0000	\$0	\$2,978,872	94.2%		\$61.12				1.5883	\$5,021,792	\$103.03	0.1%	1.1620	\$52.60			
200710	27,836	48,633	\$3,174,276	\$3,315,520	1.0000	\$0	\$3,315,520	104.4%		\$68.17				1.5746	\$4,998,141	\$102.77	-0.3%	1.1590	\$58.82			
200711	28,104	49,370	\$3,231,646	\$3,164,144	1.0000	\$0	\$3,164,144	97.9%		\$64.09				1.5557	\$5,027,529	\$101.83	-0.9%	1.1484	\$55.81			
200712	27,973	49,322	\$3,356,317	\$3,264,346	1.0000	\$0	\$3,264,346	97.3%		\$66.18				1.5361	\$5,155,583	\$104.53	2.6%	1.1788	\$56.14			
200801	27,920	48,997	\$3,335,908	\$3,342,243	1.0000	\$0	\$3,342,243	100.2%		\$68.21				1.4897	\$4,969,531	\$101.43	-3.0%	1.1438	\$59.64			
200802	28,271	49,791	\$3,390,204	\$3,154,365	1.0000	\$0	\$3,154,365	93.0%		\$63.35				1.4790	\$5,014,025	\$100.70	-0.7%	1.1357	\$55.78			
200803	27,974	49,366	\$3,419,003	\$3,394,698	1.0000	\$0	\$3,394,698	99.3%		\$68.77				1.4607	\$4,994,246	\$101.17	0.5%	1.1409	\$60.27			
200804	28,589	50,379	\$3,543,272	\$3,442,081	1.0000	\$0	\$3,442,081	97.1%		\$68.32				1.4376	\$5,093,661	\$101.11	-0.1%	1.1402	\$59.92			
200805	28,670	50,574	\$3,566,147	\$3,446,159	1.0000	\$0	\$3,446,159	96.6%		\$68.14				1.4107	\$5,030,823	\$99.47	-1.6%	1.1218	\$60.74			
200806	29,486	51,775	\$3,711,426	\$3,443,419	1.0000	\$0	\$3,443,419	92.8%	98.3%	\$66.51	\$66.41			1.3898	\$5,158,166	\$99.63	0.2%	1.1236	\$59.19	\$57.83		
200807	28,999	51,075	\$3,730,956	\$3,527,076	1.0000	\$0	\$3,527,076	94.5%	97.6%	\$69.06	\$66.62	3.7%		1.3652	\$5,093,381	\$99.72	0.1%	1.1246	\$61.40	\$58.20	7.9%	
200808	29,240	51,424	\$3,758,010	\$3,391,707	1.0000	\$0	\$3,391,707	90.3%	96.3%	\$65.96	\$66.50	-2.1%		1.3518	\$5,080,220	\$98.79	-0.9%	1.1141	\$59.20	\$58.29	2.0%	
200809	29,164	51,590	\$3,816,987	\$3,544,539	1.0000	\$0	\$3,544,539	92.9%	96.2%	\$68.71	\$67.13	12.4%		1.3270	\$5,065,165	\$98.18	-0.6%	1.1073	\$62.05	\$59.08	18.0%	
200810	28,784	51,078	\$3,825,765	\$3,648,997	1.0000	\$0	\$3,648,997	95.4%	95.5%	\$71.44	\$67.41	4.8%		1.3127	\$5,022,001	\$98.32	0.1%	1.1088	\$64.43	\$59.54	9.5%	
200811	29,041	51,237	\$3,855,202	\$3,277,736	1.0000	\$0	\$3,277,736	85.0%	94.4%	\$63.97	\$67.39	-0.2%		1.2959	\$4,995,965	\$97.51	-0.8%	1.0997	\$58.17	\$59.74	4.2%	
200812	28,485	50,830	\$3,831,399	\$3,851,196	1.0000	\$0	\$3,851,196	100.5%	94.7%	\$75.77	\$68.18	14.5%		1.2734	\$4,879,078	\$95.99	-1.6%	1.0825	\$69.99	\$60.88	24.7%	
200901	27,413	48,557	\$3,854,174	\$3,481,854	1.0000	\$0	\$3,481,854	90.3%	93.9%	\$71.71	\$68.46	5.1%		1.2532	\$4,830,068	\$99.47	3.6%	1.1218	\$63.92	\$61.22	7.2%	
200902	27,899	49,817	\$3,814,613	\$3,268,127	1.0000	\$0	\$3,268,127	85.7%	93.3%	\$65.60	\$68.65	3.6%		1.2450	\$4,749,212	\$95.33	-4.2%	1.0751	\$61.02	\$61.66	9.4%	
200903	28,076	50,362	\$3,888,577	\$3,693,175	1.0000	\$0	\$3,693,175	95.0%	93.0%	\$73.33	\$69.03	6.6%		1.2320	\$4,790,638	\$95.12	-0.2%	1.0728	\$68.36	\$62.31	13.4%	
200904	27,258	48,550	\$3,764,200	\$3,577,139	1.0000	\$0	\$3,577,139	95.0%	92.8%	\$73.68	\$69.46	7.8%		1.2238	\$4,606,462	\$94.88	-0.3%	1.0700	\$68.86	\$63.03	14.9%	
200905	26,975	48,003	\$3,765,931	\$3,588,114	1.0000	\$0	\$3,588,114	95.3%	92.7%	\$74.75	\$69.99	9.7%		1.2153	\$4,576,905	\$95.35	0.5%	1.0753	\$69.51	\$63.73	14.4%	
200906	27,574	49,576	\$3,805,580	\$3,702,084	1.0000	\$0	\$3,702,084	97.3%	93.1%	\$74.67	\$70.67	12.3%	6.4%	1.2072	\$4,593,941	\$92.66	-2.8%	1.0450	\$71.46	\$64.74	20.7%	12.0%
200907	26,494	47,822	\$3,709,361	\$3,723,824	1.0000	\$0	\$3,723,824	100.4%	93.6%	\$77.87	\$71.38	12.8%	7.2%	1.1975	\$4,441,819	\$92.88	0.2%	1.0475	\$74.34	\$65.77	21.1%	13.0%
200908	27,101	48,437	\$3,789,592	\$3,391,707	1.0000	\$0	\$3,391,707	89.5%	93.5%	\$70.02	\$71.74	6.2%	7.9%	1.1907	\$4,512,103	\$93.15	0.3%	1.0506	\$66.65	\$66.43	12.6%	13.9%
200909	25,932	46,684	\$3,665,948	\$3,419,197	1.0000	\$0	\$3,419,197	93.3%	93.5%	\$73.24	\$72.13	6.6%	7.4%	1.1815	\$4,331,365	\$92.78	-0.4%	1.0463	\$70.00	\$67.09	12.8%	13.6%
200910	26,215	47,025	\$3,685,240	\$3,623,122	1.0000	\$0	\$3,623,122	98.3%	93.8%	\$77.05	\$72.58	7.8%	7.7%	1.1808	\$4,351,436	\$92.53	-0.3%	1.0436	\$73.83	\$67.86	14.6%	14.0%
200911	26,121	46,878	\$3,690,207	\$3,383,713	1.0000	\$0	\$3,383,713	91.7%	94.3%	\$72.18	\$73.31	12.8%	8.8%	1.1661	\$4,303,087	\$91.79	-0.8%	1.0352	\$69.73	\$68.89	19.9%	15.3%
200912	25,117	45,332	\$3,597,203	\$3,567,494	1.0000	\$0	\$3,567,494	99.2%	94.2%	\$78.70	\$73.51	3.9%	7.8%	1.1507	\$4,139,301	\$91.31	-0.5%	1.0298	\$76.42	\$69.36	9.2%	13.9%
201001	25,340	45,365	\$3,615,866	\$3,237,111	1.0000	\$0	\$3,237,111	89.5%	94.2%	\$71.36	\$73.49	-0.5%	7.3%	1.1403	\$4,123,327	\$90.89	-0.5%	1.0251	\$69.61	\$69.87	8.9%	14.1%
201002	24,546	44,060	\$3,569,121	\$2,915,315	1.0000	\$0	\$2,915,315	81.7%	93.9%	\$66.17	\$73.62	0.9%	7.2%	1.1336	\$4,045,824	\$91.83	1.0%	1.0356	\$63.89	\$70.21	4.7%	13.9%
201003	24,761	44,463	\$3,606,302	\$3,487,536	1.0000	\$0	\$3,487,536	96.7%	94.0%	\$78.44	\$74.02	7.0%	7.2%	1.1296	\$4,073,763	\$91.62	-0.2%	1.0333	\$75.91	\$70.83	11.0%	13.7%
201004	24,544	43,920	\$3,600,712	\$3,468,303	1.0000	\$0	\$3,468,303	96.3%	94.1%	\$78.97	\$74.44	7.2%	7.2%	1.1192	\$4,029,769	\$91.75	0.1%	1.0348	\$76.32	\$71.43	10.8%	13.3%
201005	23,780	42,760	\$3,490,519	\$3,180,159	1.0000	\$0	\$3,180,159	91.1%	93.8%	\$74.37	\$74.41	-0.5%	6.3%	1.1122	\$3,882,254	\$90.79	-1.0%	1.0239	\$72.63	\$71.70	4.5%	12.5%
201006	24,410	43,762	\$3,579,262	\$3,463,167	1.0000	\$0	\$3,463,167	96.8%	93.7%	\$79.14	\$74.77	6.0%	5.8%	1.1069	\$3,961,976	\$90.53	-0.3%	1.0210	\$77.51	\$72.18	8.5%	11.5%
201007	23,342	42,129	\$3,512,775	\$3,336,692	1.0000	\$0	\$3,336,692	95.0%	93.3%	\$79.20	\$74.84	1.7%	4.8%	1.1017	\$3,870,074	\$91.86	1.5%	1.0360	\$76.45	\$72.32	2.8%	10.0%
201008	23,854	43,512	\$3,571,207	\$3,399,887	1.0000	\$0	\$3,399,887	95.2%	93.7%	\$78.14	\$75.54	11.6%	5.3%	1.0974	\$3,919,009	\$90.07	-2.0%	1.0157	\$76.93	\$73.21	15.4%	10.2%
201009	23,363	42,665	\$3,543,604	\$3,094,383	1.0000	\$0	\$3,094,383	87.3%	93.3%	\$72.53	\$75.50	-1.0%	4.7%	1.0886	\$3,857,460	\$90.41	0.4%	1.0196	\$71.13	\$73.33	1.6%	9.3%
201010	23,015	42,162	\$3,475,988	\$3,286,324	1.0000	\$0	\$3,286,324	94.5%	92.9%	\$77.95	\$75.56	1.2%	4.1%	1.0860	\$3,774,985	\$89.54	-1.0%	1.0097	\$77.19	\$73.59	4.6%	8.4%
201011	23,346	42,691	\$3,573,116	\$3,222,533	1.0000	\$0	\$3,222,533	90.2%	92.8%	\$75.49	\$75.86	4.6%	3.5%	1.0784	\$3,853,121	\$90.26	0.8%	1.0179	\$74.16	\$73.99	6.4%	7.4%
201012	23,387	43,114	\$3,571,451	\$3,368,814	1.0000	\$0	\$3,368,814	94.3%	92.4%	\$78.14	\$75.80	-0.7%	3.1%	1.0698	\$3,820,603	\$88.62	-1.8%	0.9994	\$78.19	\$74.11	2.3%	6.8%
201101	22,895	42,245	\$3,587,192	\$3,231,187	1.0000	\$0	\$3,231,187	90.1%	92.4%	\$76.49	\$76.24											



CareFirst BlueCross BlueShield (GHMSI)  
DC Small Group Rate Filing Effective 04/2012  
Development of Normalized Trends  
Experience Period : Incurred 07/2010 - 06/2011 & Paid Through 08/2011  
Rx BC Total

(a)	(b)	(c)	(d)	(e)	(f)	(g)	(h)	(i)	(j)	(k)	(l)	(m)	(n)	(o)	(p)	(q)	(r)	(s)	(t)	(u)		
Current Rate Level	12/2009						=(h)/(f)	=(i)/(c)					=(d) x (m)	=(n)/(c)			=(j)/(g)					
Date	Contract	Member	Revenue	Incurred&Pd Claims	Compl. Factor	IBNR	Estimated Incurred Claims	Monthly Loss Ratio	Rolling-12 Loss Ratio	Monthly PMPM	Rolling-12 PMPM	Monthly Observed Trend	Rolling-12 Trend	Income Adjst. Factor	Income at Current Rates	PMPM	Monthly Trend	Mix Factor	Monthly PMPM	Rolling-12 PMPM	Monthly Observed Trend	Rolling-12 Trend
200707	15,811	25,126	\$1,506,170	\$1,094,441	1.0000	\$0	\$1,094,441	72.7%		\$43.56				1.6435	\$2,475,455	\$98.52		1.1575	\$37.63			
200708	16,776	26,791	\$1,595,887	\$1,124,582	1.0000	\$0	\$1,124,582	70.5%		\$41.98				1.6413	\$2,619,278	\$97.77	-0.8%	1.1487	\$36.54			
200709	16,498	26,233	\$1,591,720	\$1,058,146	1.0000	\$0	\$1,058,146	66.5%		\$40.34				1.6147	\$2,570,206	\$97.98	0.2%	1.1511	\$35.04			
200710	16,485	26,076	\$1,584,089	\$1,183,018	1.0000	\$0	\$1,183,018	74.7%		\$45.37				1.6027	\$2,538,791	\$97.36	-0.6%	1.1439	\$39.66			
200711	16,873	26,692	\$1,633,927	\$1,110,320	1.0000	\$0	\$1,110,320	68.0%		\$41.60				1.5819	\$2,584,780	\$96.84	-0.5%	1.1377	\$36.56			
200712	17,224	27,403	\$1,689,024	\$1,121,974	1.0000	\$0	\$1,121,974	66.4%		\$40.94				1.5640	\$2,641,551	\$96.40	-0.5%	1.1326	\$36.15			
200801	16,421	26,095	\$1,636,734	\$1,191,289	1.0000	\$0	\$1,191,289	72.8%		\$45.65				1.5175	\$2,483,745	\$95.18	-1.3%	1.1183	\$40.82			
200802	17,002	26,967	\$1,713,548	\$1,142,344	1.0000	\$0	\$1,142,344	66.7%		\$42.36				1.4903	\$2,553,746	\$94.70	-0.5%	1.1126	\$38.07			
200803	16,711	26,477	\$1,712,991	\$1,213,446	1.0000	\$0	\$1,213,446	70.8%		\$45.83				1.4762	\$2,528,647	\$95.50	0.8%	1.1221	\$40.84			
200804	16,981	26,998	\$1,763,181	\$1,209,230	1.0000	\$0	\$1,209,230	68.6%		\$44.79				1.4589	\$2,572,232	\$95.27	-0.2%	1.1194	\$40.01			
200805	17,038	27,155	\$1,777,700	\$1,307,938	1.0000	\$0	\$1,307,938	73.6%		\$48.17				1.4365	\$2,553,731	\$94.04	-1.3%	1.1049	\$43.59			
200806	17,330	27,609	\$1,855,353	\$1,193,284	1.0000	\$0	\$1,193,284	64.3%	69.5%	\$43.22	\$43.65			1.4107	\$2,617,286	\$94.80	0.8%	1.1138	\$38.81	\$38.63		
200807	17,449	27,621	\$1,875,177	\$1,252,358	1.0000	\$0	\$1,252,358	66.8%	69.1%	\$45.34	\$43.80	4.1%		1.3771	\$2,582,279	\$93.49	-1.4%	1.0984	\$41.28	\$38.93	9.7%	
200808	17,297	27,313	\$1,872,385	\$1,251,912	1.0000	\$0	\$1,251,912	66.9%	68.8%	\$45.84	\$44.12	9.2%		1.3576	\$2,541,917	\$93.07	-0.5%	1.0934	\$41.92	\$39.38	14.7%	
200809	17,851	28,715	\$1,991,275	\$1,228,494	1.0000	\$0	\$1,228,494	61.7%	68.3%	\$42.78	\$44.31	6.1%		1.3364	\$2,661,141	\$92.67	-0.4%	1.0888	\$39.29	\$39.73	12.1%	
200810	17,565	27,705	\$1,948,908	\$1,294,783	1.0000	\$0	\$1,294,783	66.4%	67.6%	\$46.73	\$44.43	3.0%		1.3135	\$2,559,971	\$92.40	-0.3%	1.0856	\$43.05	\$40.01	8.5%	
200811	18,218	28,885	\$2,009,896	\$1,247,715	1.0000	\$0	\$1,247,715	62.1%	67.1%	\$43.20	\$44.55	3.8%		1.3002	\$2,613,313	\$90.47	-2.1%	1.0630	\$40.64	\$40.35	11.1%	
200812	17,486	27,865	\$1,983,657	\$1,346,675	1.0000	\$0	\$1,346,675	67.9%	67.2%	\$48.33	\$45.17	18.0%		1.2769	\$2,532,910	\$90.90	0.5%	1.0680	\$45.25	\$41.12	25.2%	
200901	18,027	28,590	\$2,055,054	\$1,319,475	1.0000	\$0	\$1,319,475	64.2%	66.5%	\$46.15	\$45.22	1.1%		1.2390	\$2,546,244	\$89.06	-2.0%	1.0464	\$44.11	\$41.39	8.0%	
200902	18,119	28,782	\$2,070,731	\$1,198,724	1.0000	\$0	\$1,198,724	57.9%	65.7%	\$41.65	\$45.14	-1.7%		1.2352	\$2,557,735	\$88.87	-0.2%	1.0441	\$39.89	\$41.54	4.8%	
200903	18,396	29,312	\$2,121,410	\$1,403,674	1.0000	\$0	\$1,403,674	66.2%	65.4%	\$47.89	\$45.33	4.5%		1.2255	\$2,599,853	\$88.70	-0.2%	1.0421	\$45.95	\$41.97	12.5%	
200904	17,611	27,915	\$2,026,564	\$1,423,795	1.0000	\$0	\$1,423,795	70.3%	65.6%	\$51.00	\$45.84	13.9%		1.2202	\$2,472,784	\$88.58	-0.1%	1.0408	\$49.01	\$42.69	22.5%	
200905	17,743	28,455	\$2,087,295	\$1,374,370	1.0000	\$0	\$1,374,370	65.8%	65.0%	\$48.30	\$45.86	0.3%		1.2117	\$2,529,257	\$88.89	0.3%	1.0443	\$46.25	\$42.91	6.1%	
200906	18,578	29,518	\$2,153,151	\$1,508,880	1.0000	\$0	\$1,508,880	70.1%	65.5%	\$51.12	\$46.53	18.3%	6.6%	1.2031	\$2,590,495	\$87.76	-1.3%	1.0311	\$49.58	\$43.82	27.8%	13.4%
200907	18,214	28,914	\$2,122,730	\$1,454,251	1.0000	\$0	\$1,454,251	68.5%	65.7%	\$50.30	\$46.94	10.9%	7.2%	1.1898	\$2,525,650	\$87.35	-0.5%	1.0263	\$49.01	\$44.46	18.7%	14.2%
200908	18,824	30,026	\$2,217,622	\$1,477,996	1.0000	\$0	\$1,477,996	66.6%	65.7%	\$49.22	\$47.23	7.4%	7.0%	1.1820	\$2,621,232	\$87.30	-0.1%	1.0257	\$47.99	\$44.97	14.5%	14.2%
200909	18,784	29,979	\$2,207,405	\$1,439,115	1.0000	\$0	\$1,439,115	65.2%	65.9%	\$48.00	\$47.66	12.2%	7.6%	1.1778	\$2,599,990	\$86.73	-0.7%	1.0190	\$47.11	\$45.64	19.9%	14.9%
200910	18,673	30,107	\$2,236,676	\$1,535,596	1.0000	\$0	\$1,535,596	68.7%	66.1%	\$51.00	\$48.03	9.1%	8.1%	1.1562	\$2,586,096	\$85.90	-1.0%	1.0092	\$50.54	\$46.27	17.4%	15.6%
200911	19,522	31,115	\$2,294,259	\$1,476,076	1.0000	\$0	\$1,476,076	64.3%	66.3%	\$47.44	\$48.37	9.8%	8.6%	1.1550	\$2,649,828	\$85.16	-0.9%	1.0006	\$47.41	\$46.85	16.7%	16.1%
200912	18,916	30,353	\$2,221,620	\$1,550,357	1.0000	\$0	\$1,550,357	69.8%	66.5%	\$51.08	\$48.61	5.7%	7.6%	1.1430	\$2,539,285	\$83.66	-1.8%	0.9829	\$51.97	\$47.40	14.8%	15.3%
201001	19,651	31,594	\$2,368,652	\$1,461,472	1.0000	\$0	\$1,461,472	61.7%	66.2%	\$46.26	\$48.60	0.2%	7.5%	1.1319	\$2,681,078	\$84.86	1.4%	0.9970	\$46.40	\$47.58	5.2%	15.0%
201002	19,293	30,924	\$2,348,435	\$1,395,236	1.0000	\$0	\$1,395,236	59.4%	66.3%	\$45.12	\$48.86	8.3%	8.2%	1.1292	\$2,651,892	\$85.76	1.1%	1.0075	\$44.78	\$47.98	12.3%	15.5%
201003	19,882	31,719	\$2,398,764	\$1,596,684	1.0000	\$0	\$1,596,684	66.6%	66.3%	\$50.34	\$49.07	5.1%	8.3%	1.1131	\$2,670,086	\$84.18	-1.8%	0.9890	\$50.90	\$48.40	10.8%	15.3%
201004	20,162	32,406	\$2,458,965	\$1,598,823	1.0000	\$0	\$1,598,823	65.0%	65.9%	\$49.34	\$48.94	-3.3%	6.8%	1.1152	\$2,742,326	\$84.62	0.5%	0.9942	\$49.62	\$48.46	1.3%	13.5%
201005	19,659	31,546	\$2,390,869	\$1,583,417	1.0000	\$0	\$1,583,417	66.2%	65.9%	\$50.19	\$49.10	3.9%	7.1%	1.1124	\$2,659,663	\$84.31	-0.4%	0.9906	\$50.67	\$48.82	9.6%	13.8%
201006	19,768	31,749	\$2,434,717	\$1,601,729	1.0000	\$0	\$1,601,729	65.8%	65.6%	\$50.45	\$49.05	-1.3%	5.4%	1.1044	\$2,688,817	\$84.69	0.4%	0.9950	\$50.70	\$48.92	2.3%	11.6%
201007	18,688	30,047	\$2,354,320	\$1,489,314	1.0000	\$0	\$1,489,314	63.3%	65.2%	\$49.57	\$49.00	-1.5%	4.4%	1.0960	\$2,580,361	\$85.88	1.4%	1.0090	\$49.13	\$48.93	0.2%	10.0%
201008	19,278	30,428	\$2,466,806	\$1,577,616	1.0000	\$0	\$1,577,616	64.0%	65.0%	\$51.85	\$49.21	5.3%	4.2%	1.0901	\$2,689,015	\$88.37	2.9%	1.0383	\$49.94	\$49.09	4.0%	9.2%
201009	19,148	31,110	\$2,415,424	\$1,591,133	1.0000	\$0	\$1,591,133	65.9%	65.0%	\$51.15	\$49.47	6.5%	3.8%	1.0867	\$2,624,752	\$84.37	-4.5%	0.9913	\$51.60	\$49.46	9.5%	8.4%
201010	19,195	31,081	\$2,402,624	\$1,515,112	1.0000	\$0	\$1,515,112	63.1%	64.6%	\$48.75	\$49.29	-4.4%	2.6%	1.0821	\$2,599,889	\$83.65	-0.9%	0.9828	\$49.60	\$49.38	-1.9%	6.7%
201011	19,503	31,357	\$2,447,622	\$1,534,631	1.0000	\$0	\$1,534,631	62.7%	64.4%	\$48.94	\$49.41	3.2%	2.1%	1.0721	\$2,624,140	\$83.69	0.0%	0.9832	\$49.78	\$49.58	5.0%	5.8%
201012	19,808	32,118	\$2,495,303	\$1,564,964	1.0000	\$0	\$1,564,964	62.7%	63.9%	\$48.73	\$49.22	-4.6%	1.3%	1.0705	\$2,671,247	\$83.17	-0.6%	0.9772	\$49.86	\$49.41	-4.0%	4.3%
201101	18,955	30,586	\$2,478,120	\$1,570,340	1.0000	\$0	\$1,570,340	63.4%	64.0%	\$51.34	\$49.64	11.0%	2.1%	1.0482	\$2,597,478	\$84.92	2.1%	0.9978	\$51.46	\$49.83	10.9%	4.7%
201102	18,555	30,058	\$2,432,755	\$1,568,387	1.0000	\$0	\$1,568,387	64.5%	64.4%	\$52.18	\$50.22	15.6%	2.8%	1.0416	\$2,533,963	\$84.30	-0.7%	0.9905	\$52.68	\$50.49	17.6%	5.2%
201103	19,119	30,816	\$2,517,745	\$1,726,242	1.0000	\$0	\$1,726,242	68.6%	64.6%	\$56.02	\$50.69	11.3%	3.3%	1.0354	\$2,606,941	\$84.60	0.3%	0.9939	\$56.36	\$50.94	10.7%	5.2%
201104	19,236	30,981	\$2,549,868	\$1,549,379	1.0000	\$0	\$1,549,379	60.8%	64.2%	\$50.01	\$50.75	1.4%	3.7%	1.0350	\$2,639,146	\$85.19	0.7%	1.0008	\$49.97	\$50.97	0.7%	5.2%
201105	19,374	31,307	\$2,574,022	\$1,752,306	1.0000	\$0	\$1,752,306	68.1%	64.4%	\$55.97	\$51.24	11.5%	4.4%	1.0301	\$2,651,501	\$84.69	-0.6%	0.9951	\$56.25	\$51.44	11.0%	5.4%
201106	19,372	31,235	\$2,593,277	\$1,629,008	0.9984	\$2,591	\$1,631,599	62.9%	64.2%	\$52.24	\$51.39	3.5%	4.8%	1.0252	\$2,658,528	\$85.11	0.5%	1.0000	\$52.24	\$51.57	3.0%	5.4%
201107	19,221	31,038	\$2,610,128	\$1,761,263	0.9975	\$4,397	\$1,765,660	67.6%	64.5%	\$56.89	\$51.99	14.8%	6.1%									
201108	19,229	31,014	\$2,618,369	\$1,482,167	0.7801	\$417,764	\$1,899,931	72.6%	65.3%	\$61.26	\$52.78	18.2%	7.2%									
Experience Period	230,231	371,124	\$29,727,886	\$19,068,433	0.9999	\$2,591	\$19,071,024			\$51.39				1.0588	\$31,476,961	\$84.82		0.9965	\$51.			

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DC Small Group Rate Filing Effective 04/2012  
Development of Normalized Trends  
Experience Period : Incurred 07/2010 - 06/2011 & Paid Through 08/2011  
Rx BC & GHMSI Total

(a)	(b)	(c)	(d)	(e)	(f)	(g)	(h)	(i)	(j)	(k)	(l)	(m)	(n)	(o)	(p)	(q)	(r)	(s)	(t)	(u)		
Current Rate Level	12/2009						=(h)/(f)	=(i)/(c)					=(d) x (m)	=(n)/(c)			=(j)/(g)					
Date	Contract	Member	Revenue	Incurred&Pd Claims	Compl. Factor	IBNR	Estimated Incurred Claims	Monthly Loss Ratio	Rolling-12 Loss Ratio	Monthly PMPM	Rolling-12 PMPM	Monthly Observed Trend	Rolling-12 Trend	Income Adjst. Factor	Income at Current Rates	PMPM	Monthly Trend	Mix Factor	Monthly PMPM	Rolling-12 PMPM	Monthly Observed Trend	Rolling-12 Trend
200707	42,585	72,115	\$4,525,884	\$4,224,979	1.0000	\$0	\$4,224,979	93.4%		\$58.59				1.6243	\$7,351,389	\$101.94		1.1695	\$50.09			
200708	44,320	75,047	\$4,695,558	\$4,375,246	1.0000	\$0	\$4,375,246	93.2%		\$58.30				1.6152	\$7,584,083	\$101.06	-0.9%	1.1594	\$50.28			
200709	44,231	74,973	\$4,753,383	\$4,037,017	1.0000	\$0	\$4,037,017	84.9%		\$53.85				1.5972	\$7,591,998	\$101.26	0.2%	1.1618	\$46.35			
200710	44,321	74,709	\$4,758,364	\$4,498,538	1.0000	\$0	\$4,498,538	94.5%		\$60.21				1.5839	\$7,536,933	\$100.88	-0.4%	1.1574	\$52.02			
200711	44,977	76,062	\$4,865,573	\$4,274,464	1.0000	\$0	\$4,274,464	87.9%		\$56.20				1.5645	\$7,612,309	\$100.08	-0.8%	1.1482	\$48.94			
200712	45,197	76,725	\$5,045,341	\$4,386,320	1.0000	\$0	\$4,386,320	86.9%		\$57.17				1.5454	\$7,797,134	\$101.62	1.5%	1.1659	\$49.03			
200801	44,341	75,092	\$4,972,642	\$4,533,532	1.0000	\$0	\$4,533,532	91.2%		\$60.37				1.4989	\$7,453,276	\$99.26	-2.3%	1.1387	\$53.02			
200802	45,273	76,758	\$5,103,753	\$4,296,709	1.0000	\$0	\$4,296,709	84.2%		\$55.98				1.4828	\$7,567,771	\$98.59	-0.7%	1.1311	\$49.49			
200803	44,685	75,843	\$5,131,994	\$4,608,144	1.0000	\$0	\$4,608,144	89.8%		\$60.76				1.4659	\$7,522,892	\$99.19	0.6%	1.1380	\$53.39			
200804	45,570	77,377	\$5,306,453	\$4,651,312	1.0000	\$0	\$4,651,312	87.7%		\$60.11				1.4446	\$7,665,893	\$99.07	-0.1%	1.1366	\$52.89			
200805	45,708	77,729	\$5,343,848	\$4,754,097	1.0000	\$0	\$4,754,097	89.0%		\$61.16				1.4193	\$7,584,554	\$97.58	-1.5%	1.1195	\$54.63			
200806	46,816	79,384	\$5,566,779	\$4,636,702	1.0000	\$0	\$4,636,702	83.3%	88.7%	\$58.41	\$58.43			1.3968	\$7,775,452	\$97.95	0.4%	1.1237	\$51.98	\$51.01		
200807	46,448	78,696	\$5,606,133	\$4,779,435	1.0000	\$0	\$4,779,435	85.3%	88.0%	\$60.73	\$58.61	3.7%		1.3692	\$7,675,660	\$97.54	-0.4%	1.1190	\$54.27	\$51.35	8.3%	
200808	46,537	78,737	\$5,630,395	\$4,643,619	1.0000	\$0	\$4,643,619	82.5%	87.1%	\$58.98	\$58.67	1.2%		1.3537	\$7,622,138	\$96.81	-0.7%	1.1106	\$53.10	\$51.59	5.6%	
200809	47,015	80,305	\$5,808,262	\$4,773,032	1.0000	\$0	\$4,773,032	82.2%	86.8%	\$59.44	\$59.13	10.4%		1.3302	\$7,726,306	\$96.21	-0.6%	1.1038	\$53.85	\$52.21	16.2%	
200810	46,349	78,783	\$5,774,673	\$4,943,780	1.0000	\$0	\$4,943,780	85.6%	86.2%	\$62.75	\$59.35	4.2%		1.3130	\$7,581,972	\$96.24	0.0%	1.1041	\$56.83	\$52.61	9.2%	
200811	47,259	80,122	\$5,865,098	\$4,525,452	1.0000	\$0	\$4,525,452	77.2%	85.2%	\$56.48	\$59.36	0.5%		1.2974	\$7,609,278	\$94.97	-1.3%	1.0896	\$51.84	\$52.85	5.9%	
200812	45,971	78,695	\$5,815,056	\$5,197,872	1.0000	\$0	\$5,197,872	89.4%	85.5%	\$66.05	\$60.10	15.5%		1.2746	\$7,411,988	\$94.19	-0.8%	1.0806	\$61.13	\$53.85	24.7%	
200901	45,440	77,147	\$5,909,228	\$4,801,329	1.0000	\$0	\$4,801,329	81.3%	84.7%	\$62.24	\$60.25	3.1%		1.2483	\$7,376,312	\$95.61	1.5%	1.0970	\$56.73	\$54.15	7.0%	
200902	46,018	78,599	\$5,885,344	\$4,466,851	1.0000	\$0	\$4,466,851	75.9%	83.9%	\$56.83	\$60.32	1.5%		1.2415	\$7,306,947	\$92.96	-2.8%	1.0666	\$53.28	\$54.47	7.7%	
200903	46,472	79,674	\$6,009,986	\$5,096,849	1.0000	\$0	\$5,096,849	84.8%	83.6%	\$63.97	\$60.59	5.3%		1.2297	\$7,390,491	\$92.76	-0.2%	1.0642	\$60.11	\$55.02	12.6%	
200904	44,869	76,465	\$5,790,765	\$5,000,934	1.0000	\$0	\$5,000,934	86.4%	83.5%	\$65.40	\$61.02	8.8%		1.2225	\$7,079,246	\$92.58	-0.2%	1.0622	\$61.57	\$55.72	16.4%	
200905	44,718	76,458	\$5,853,226	\$4,962,484	1.0000	\$0	\$4,962,484	84.8%	83.2%	\$64.90	\$61.32	6.1%		1.2141	\$7,106,162	\$92.94	0.4%	1.0663	\$60.87	\$56.22	11.4%	
200906	46,152	79,094	\$5,958,732	\$5,210,964	1.0000	\$0	\$5,210,964	87.5%	83.5%	\$65.88	\$61.95	12.8%	6.0%	1.2057	\$7,184,435	\$90.83	-2.3%	1.0421	\$63.22	\$57.15	21.6%	12.0%
200907	44,708	76,736	\$5,832,090	\$5,178,075	1.0000	\$0	\$5,178,075	88.8%	83.8%	\$67.48	\$62.50	11.1%	6.6%	1.1947	\$6,967,469	\$90.80	0.0%	1.0417	\$64.78	\$58.00	19.4%	12.9%
200908	45,925	78,463	\$6,007,214	\$4,869,703	1.0000	\$0	\$4,869,703	81.1%	83.7%	\$62.06	\$62.76	5.2%	7.0%	1.1875	\$7,133,335	\$90.91	0.1%	1.0430	\$59.50	\$58.55	12.1%	13.5%
200909	44,716	76,663	\$5,873,352	\$4,858,312	1.0000	\$0	\$4,858,312	82.7%	83.8%	\$63.37	\$63.09	6.6%	6.7%	1.1801	\$6,931,355	\$90.41	-0.6%	1.0373	\$61.09	\$59.17	13.5%	13.3%
200910	44,888	77,132	\$5,921,916	\$5,158,717	1.0000	\$0	\$5,158,717	87.1%	83.9%	\$66.88	\$63.44	6.6%	6.9%	1.1715	\$6,937,531	\$89.94	-0.5%	1.0319	\$64.81	\$59.83	14.0%	13.7%
200911	45,643	77,993	\$5,984,467	\$4,859,789	1.0000	\$0	\$4,859,789	81.2%	84.2%	\$62.31	\$63.94	10.3%	7.7%	1.1618	\$6,952,914	\$89.15	-0.9%	1.0228	\$60.92	\$60.62	17.5%	14.7%
200912	44,033	75,685	\$5,818,823	\$5,117,851	1.0000	\$0	\$5,117,851	88.0%	84.1%	\$67.62	\$64.06	2.4%	6.6%	1.1478	\$6,678,586	\$88.24	-1.0%	1.0124	\$66.79	\$61.07	9.3%	13.4%
201001	44,991	76,959	\$5,984,518	\$4,698,582	1.0000	\$0	\$4,698,582	78.5%	83.9%	\$61.05	\$63.96	-1.9%	6.2%	1.1370	\$6,804,404	\$88.42	0.2%	1.0144	\$60.19	\$61.37	6.1%	13.3%
201002	43,839	74,984	\$5,917,557	\$4,310,551	1.0000	\$0	\$4,310,551	72.8%	83.6%	\$57.49	\$64.04	1.2%	6.2%	1.1318	\$6,697,716	\$89.32	1.0%	1.0248	\$56.10	\$61.66	5.3%	13.2%
201003	44,643	76,182	\$6,005,066	\$5,084,220	1.0000	\$0	\$5,084,220	84.7%	83.6%	\$66.74	\$64.27	4.3%	6.1%	1.1230	\$6,743,850	\$88.52	-0.9%	1.0156	\$65.71	\$62.12	9.3%	12.9%
201004	44,706	76,326	\$6,059,677	\$5,067,126	1.0000	\$0	\$5,067,126	83.6%	83.4%	\$66.39	\$64.35	1.5%	5.5%	1.1176	\$6,772,095	\$88.73	0.2%	1.0179	\$65.22	\$62.42	5.9%	12.0%
201005	43,439	74,306	\$5,881,389	\$4,763,576	1.0000	\$0	\$4,763,576	81.0%	83.1%	\$64.11	\$64.29	-1.2%	4.8%	1.1123	\$6,541,917	\$88.04	-0.8%	1.0101	\$63.47	\$62.64	4.3%	11.4%
201006	44,178	75,511	\$6,013,979	\$5,064,896	1.0000	\$0	\$5,064,896	84.2%	82.8%	\$67.07	\$64.38	1.8%	3.9%	1.1059	\$6,650,793	\$88.08	0.0%	1.0105	\$66.38	\$62.89	5.0%	10.0%
201007	42,030	72,176	\$5,867,095	\$4,826,006	1.0000	\$0	\$4,826,006	82.3%	82.3%	\$66.86	\$64.31	-0.9%	2.9%	1.0994	\$6,450,435	\$89.37	1.5%	1.0253	\$65.21	\$62.91	0.7%	8.5%
201008	43,132	73,940	\$6,038,013	\$4,977,503	1.0000	\$0	\$4,977,503	82.4%	82.4%	\$67.32	\$64.75	8.5%	3.2%	1.0944	\$6,608,025	\$89.37	0.0%	1.0253	\$65.66	\$63.44	10.3%	8.4%
201009	42,511	73,775	\$5,959,027	\$4,685,517	1.0000	\$0	\$4,685,517	78.6%	82.0%	\$63.51	\$64.77	0.2%	2.7%	1.0878	\$6,482,213	\$87.86	-1.7%	1.0081	\$63.00	\$63.61	3.1%	7.5%
201010	42,210	73,243	\$5,878,612	\$4,801,436	1.0000	\$0	\$4,801,436	81.7%	81.6%	\$65.55	\$64.65	-2.0%	1.9%	1.0844	\$6,374,873	\$87.04	-0.9%	0.9986	\$65.65	\$63.67	1.3%	6.4%
201011	42,849	74,048	\$6,020,738	\$4,757,163	1.0000	\$0	\$4,757,163	79.0%	81.4%	\$64.24	\$64.82	3.1%	1.4%	1.0758	\$6,477,261	\$87.47	0.5%	1.0036	\$64.02	\$63.93	5.1%	5.5%
201012	43,195	75,232	\$6,066,755	\$4,933,778	1.0000	\$0	\$4,933,778	81.3%	80.9%	\$65.58	\$64.65	-3.0%	0.9%	1.0701	\$6,491,850	\$86.29	-1.4%	0.9900	\$66.24	\$63.88	-0.8%	4.6%
201101	41,850	72,831	\$6,065,312	\$4,801,527	1.0000	\$0	\$4,801,527	79.2%	80.9%	\$65.93	\$65.06	8.0%	1.7%	1.0505	\$6,371,791	\$87.49	1.4%	1.0037	\$65.68	\$64.35	9.1%	4.8%
201102	41,267	71,768	\$5,987,265	\$4,669,708	1.0000	\$0	\$4,669,708	78.0%	81.3%	\$65.07	\$65.70	13.2%	2.6%	1.0428	\$6,243,473	\$87.00	-0.6%	0.9981	\$65.19	\$65.12	16.2%	5.6%
201103	42,068	73,119	\$6,120,139	\$5,214,267	1.0000	\$0	\$5,214,267	85.2%	81.4%	\$71.31	\$66.08	6.9%	2.8%	1.0352	\$6,335,766	\$86.65	-0.4%	0.9941	\$71.73	\$65.61	9.2%	5.6%
201104	42,229	73,449	\$6,164,315	\$4,847,623	1.0000	\$0	\$4,847,623	78.6%	81.0%	\$66.00	\$66.04	-0.6%	2.6%	1.0365	\$6,389,608	\$86.99	0.4%	0.9981	\$66.13	\$65.69	1.4%	5.2%
201105	42,284	73,643	\$6,197,908	\$5,154,563	1.0000	\$0	\$5,154,563	83.2%	81.1%	\$69.99	\$66.54	9.2%	3.5%	1.0308	\$6,389,109	\$86.76	-0.3%	0.9954	\$70.32	\$66.26	10.8%	5.8%
201106	42,305	73,652	\$6,256,925	\$5,238,805	0.9991	\$4,853	\$5,243,658	83.8%	81.1%	\$71.20	\$66.88	6.1%	3.9%	1.0260	\$6,419,677	\$87.16	0.5%	1.0000	\$71.20	\$66.66	7.3%	6.0%
201107	42,058	73,165	\$6,297,713	\$5,100,745	0.9986	\$7,122	\$5,107,867	81.1%	81.0%	\$69.81	\$67.12	4.4%	4.4%									
201108	42,071	73,227	\$6,321,187	\$4,391,340	0.7882	\$1,180,321	\$5,571,661	88.1%	81.5%	\$76.09	\$67.85	13.0%	4.8%									
Experience Period	507,930	880,876	\$72,622,103	\$58,907,896	0.9999	\$4,853	\$58,912,749			\$66.88				1.0608	\$77,034,081	\$87.45		1.0033				

# *APPENDIX*

**CareFirst BlueCross BlueShield (GHMSI)**  
**DC Small Group Rate Filing Effective 04/2012**  
**Medical & Drug**  
**Rate Change History**

Effective Date	PPO BluePreferred	PPO HRA	PPO HSA	CMM Indemnity	Non-CDH Drug	CDH Drug
	Percentage Increase	Percentage Increase	Percentage Increase	Percentage Increase	Percentage Increase	Percentage Increase
07/01/94	0.0%			0.0%	0.0%	
10/01/94	0.0%			0.0%	0.0%	
10/01/95	-3.0%			-3.0%	-3.0%	
07/01/96	0.0%			0.0%	0.0%	
10/01/96	0.0%			0.0%	15.0%	
01/01/97	0.0%			0.0%	9.0%	
08/01/97	0.0%			0.0%	60.0%	
09/01/97	0.0%			0.0%	0.0%	
01/01/98	0.0%			0.0%	9.5%	
04/01/98	6.0%			6.0%	6.0%	
08/01/98	0.0%			0.0%	25.0%	
02/01/99	0.0%			20.0%	15.0%	
07/01/99	2.0%			0.0%	20.0%	
01/01/00	2.9%			2.9%	11.7%	
07/01/00	8.0%			0.0%	10.0%	
01/01/01	4.7%			20.0%	0.0%	
07/01/01	8.8%			8.8%	16.6%	
01/01/02	6.2%			0.0%	15.5%	
07/01/02	12.8%			0.0%	4.5%	
01/01/03	13.5%			0.0%	11.7%	
08/01/03	0.0%			0.0%	0.0%	
10/01/03	4.1%			0.0%	4.8%	
01/01/04	-5.7%			-5.7%	4.1%	
07/01/04	-20.0%			-20.0%	-20.0%	
01/01/05 *	14.3%			14.3%	14.3%	
06/01/05	0.0%	Inception	Inception	0.0%	0.0%	Inception
7/1/2005	10.2%	10.2%	10.2%	10.2%	10.2%	10.2%
1/1/2006	5.0%	0.0%	0.0%	5.0%	3.7%	0.0%
4/1/2006	2.9%	-9.4%	-10.2%	2.9%	3.8%	-9.8%
7/1/2006	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
10/1/2006	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
1/1/2007	3.1%	3.1%	3.1%	3.1%	3.1%	3.1%
4/1/2007	0.0%	2.2%	2.2%	0.0%	0.0%	2.2%
7/1/2007	2.0%	5.0%	5.0%	2.0%	7.5%	7.5%
10/1/2007	0.0%	0.0%	0.0%	0.0%	3.6%	3.6%
1/1/2008	3.5%	0.0%	0.0%	3.5%	8.0%	8.0%
4/1/2008	4.9%	0.0%	0.0%	4.9%	7.0%	7.0%
7/1/2008	0.8%	0.8%	0.8%	0.8%	2.4%	2.4%
10/1/2008	4.6%	7.0%	7.0%	0.0%	0.0%	0.0%
1/1/2009	6.5%	7.5%	7.5%	6.5%	4.0%	4.0%
4/1/2009	7.2%	16.7%	16.7%	7.2%	2.0%	2.0%
7/1/2009	0.5%	15.4%	6.5%	0.5%	3.0%	3.0%
10/1/2009	0.0%	6.0%	6.0%	0.0%	1.0%	1.0%
1/1/2010	1.3%	-21.3%	-14.2%	1.3%	0.0%	0.0%
4/1/2010	2.6%	16.7%	16.3%	2.6%	2.0%	2.0%
6/1/2010	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
7/1/2010	0.0%	16.2%	7.5%	0.0%	0.0%	0.0%
11/1/2010***	0.0%	0.0%	4.1%	0.0%	4.9%	4.1%
1/1/2011	5.2%	-19.3%	-15.9%	5.2%	2.3%	2.3%
4/1/2011	0.0%	11.9%	11.9%	0.0%	0.0%	0.0%
5/1/2011	-13.7%	-13.7%	-13.7%	-13.7%	-1.4%	-1.4%
8/1/2011	-5.0%	-5.0%	-5.0%	-5.0%	-5.0%	-5.0%
10/1/2011	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
1/1/2012	5.1%	5.1%	5.1%	5.1%	5.1%	5.1%
<b>Proposed 04/2012</b>	<b>7.5%</b>	<b>7.5%</b>	<b>7.5%</b>	<b>7.5%</b>	<b>7.5%</b>	<b>7.5%</b>

\* Includes revenue neutrality adjustment of 0.72%

\*\* Increases were approved for 10/1/10 effective date, but implementation was delayed due to approval date

^ Includes adjustment of -1.4% to keep age factor changes revenue neutral

**CareFirst BlueCross BlueShield (GHMSI)  
DC Small Group Rate Filing Effective 04/2012  
Premium History (Base Rate)**

**Expected Renewal Increases for BluePreferred (PPO) and BluePreferred HSA (PPO HSA)**

**PPO \$10 Copay, \$300 OON Ded 80% OON Coins & Rx \$5/\$10/\$25**

Effective Date	BluePreferred Opt. 1	Rx Coverage	Vision Coverage	Total Base Coverage
6/1/2005	\$302	\$92	\$1	\$395
7/1/2005	\$333	\$101	\$1	\$435
1/1/2006	\$350	\$105	\$1	\$456
4/1/2006	\$360	\$109	\$1	\$470
7/1/2006	\$360	\$109	\$1	\$470
9/1/2006	\$360	\$109	\$1	\$470
10/1/2006	\$360	\$109	\$1	\$470
1/1/2007	\$371	\$112	\$1	\$484
4/1/2007	\$371	\$112	\$1	\$484
7/1/2007	\$378	\$120	\$1	\$499
10/1/2007	\$378	\$124	\$1	\$503
1/1/2008	\$391	\$134	\$1	\$526
4/1/2008	\$410	\$143	\$1	\$554
7/1/2008	\$413	\$146	\$1	\$560
10/1/2008	\$432	\$146	\$1	\$579
1/1/2009	\$460	\$152	\$1	\$613
4/1/2009	\$493	\$155	\$1	\$649
7/1/2009	\$495	\$160	\$1	\$656
10/1/2009	\$495	\$162	\$1	\$658
1/1/2010	\$501	\$162	\$1	\$664
4/1/2010	\$514	\$165	\$1	\$680
6/1/2010	\$514	\$165	\$1	\$680
7/1/2010	\$514	\$165	\$1	\$680
11/1/2010	\$514	\$173	\$1	\$688
1/1/2011	\$541	\$177	\$1	\$719
4/1/2011	\$541	\$177	\$1	\$719
5/1/2011	\$467	\$175	\$1	\$643
8/1/2011	\$444	\$166	\$1	\$611
10/1/2011	\$444	\$166	\$1	\$611
1/1/2012	\$467	\$174	\$1	\$642
<b>4/1/2012</b>	<b>\$502</b>	<b>\$187</b>	<b>\$1</b>	<b>\$690</b>

**Premium Percentage change for renewals**

Date	Rate	Date	Rate	Increase	Increase * Capped
Jul-10	\$680	Jul-11	\$643	-5.44%	
Aug-10	\$680	Aug-11	\$611	-10.15%	
Sep-10	\$680	Sep-11	\$611	-10.15%	
Oct-10	\$680	Oct-11	\$611	-10.15%	
Nov-10	\$688	Nov-11	\$611	-11.19%	
Dec-10	\$688	Dec-11	\$611	-11.19%	
Jan-11	\$719	Jan-12	\$642	-10.71%	
Feb-11	\$719	<b>Feb-12</b>	<b>\$642</b>	<b>-10.71%</b>	
Mar-11	\$719	<b>Mar-12</b>	<b>\$642</b>	<b>-10.71%</b>	
Apr-11	\$719	<b>Apr-12</b>	<b>\$690</b>	<b>-4.03%</b>	
May-11	\$643	<b>May-12</b>	<b>\$690</b>	<b>7.31%</b>	
Jun-11	\$643	<b>Jun-12</b>	<b>\$690</b>	<b>7.31%</b>	

**PPO HSA \$1200 Ded 80% OON Coins & Integrated Rx \$0/\$25/\$45**

Effective Date	Med Coverage	Rx Coverage	Vision Coverage	Total Base Coverage
6/1/2005	\$229	\$57		\$286
7/1/2005	\$252	\$63		\$315
1/1/2006	\$252	\$63		\$315
4/1/2006	\$227	\$56		\$283
7/1/2006	\$227	\$56		\$283
9/1/2006	\$227	\$56		\$283
10/1/2006	\$227	\$56		\$283
1/1/2007	\$234	\$58		\$292
4/1/2007	\$239	\$59		\$298
7/1/2007	\$251	\$63		\$314
10/1/2007	\$251	\$65		\$316
1/1/2008	\$251	\$70		\$321
4/1/2008	\$251	\$75		\$326
7/1/2008	\$253	\$77		\$330
10/1/2008	\$271	\$77		\$348
1/1/2009	\$291	\$80		\$371
4/1/2009	\$340	\$82		\$422
7/1/2009	\$362	\$84		\$446
10/1/2009	\$384	\$85		\$469
1/1/2010	\$329	\$85		\$414
4/1/2010	\$383	\$87		\$470
6/1/2010	\$383	\$87		\$470
7/1/2010	\$412	\$87		\$499
11/1/2010	\$429	\$91		\$520
1/1/2011	\$361	\$93		\$454
4/1/2011	\$404	\$93		\$497
5/1/2011	\$349	\$92		\$441
8/1/2011	\$332	\$87		\$419
10/1/2011	\$332	\$87	\$1	\$420
1/1/2012	\$349	\$91	\$1	\$441
<b>4/1/2012</b>	<b>\$375</b>	<b>\$98</b>	<b>\$1</b>	<b>\$474</b>

**Premium Percentage change for renewals**

Date	Rate	Date	Rate	Increase	Increase * Capped
Jul-10	\$499	Jul-11	\$441	-11.62%	
Aug-10	\$499	Aug-11	\$419	-16.03%	
Sep-10	\$499	Sep-11	\$419	-16.03%	
Oct-10	\$499	Oct-11	\$420	-15.83%	
Nov-10	\$520	Nov-11	\$420	-19.23%	
Dec-10	\$520	Dec-11	\$420	-19.23%	
Jan-11	\$454	Jan-12	\$441	-2.86%	
Feb-11	\$454	<b>Feb-12</b>	<b>\$441</b>	<b>-2.86%</b>	
Mar-11	\$454	<b>Mar-12</b>	<b>\$441</b>	<b>-2.86%</b>	
Apr-11	\$497	<b>Apr-12</b>	<b>\$474</b>	<b>-4.63%</b>	
May-11	\$441	<b>May-12</b>	<b>\$474</b>	<b>7.48%</b>	
Jun-11	\$441	<b>Jun-12</b>	<b>\$474</b>	<b>7.48%</b>	

\* There is a cap on renewal increases of 25% as of July 2008, 34.5% as of April 2009.

**CareFirst BlueCross BlueShield (GHMSI)  
DC Small Group Rate Filing Effective 04/2012  
Premium History (Base Rate)**

**Expected Renewal Increases for BluePreferred HRA (PPO HRA)**

**PPO HRA \$1000 Ded 80% OON Coins & Integrated Rx \$0/\$25/\$45**

<u>Effective Date</u>	<u>BluePreferred Opt. 1</u>	<u>Rx Coverage</u>	<u>Vision Coverage</u>	<u>Total Base Coverage</u>
6/1/2005	\$233	\$57	\$1	\$291
7/1/2005	\$257	\$63	\$1	\$321
1/1/2006	\$257	\$63	\$1	\$321
4/1/2006	\$233	\$57	\$1	\$291
7/1/2006	\$233	\$57	\$1	\$291
9/1/2006	\$233	\$57	\$1	\$291
10/1/2006	\$233	\$57	\$1	\$291
1/1/2007	\$240	\$59	\$1	\$300
4/1/2007	\$245	\$61	\$1	\$307
7/1/2007	\$257	\$66	\$1	\$324
10/1/2007	\$257	\$68	\$1	\$326
1/1/2008	\$257	\$73	\$1	\$331
4/1/2008	\$257	\$78	\$1	\$336
7/1/2008	\$259	\$80	\$1	\$340
10/1/2008	\$277	\$80	\$1	\$358
1/1/2009	\$298	\$83	\$1	\$382
4/1/2009	\$348	\$85	\$1	\$434
7/1/2009	\$402	\$88	\$1	\$491
10/1/2009	\$426	\$89	\$1	\$516
1/1/2010	\$335	\$89	\$1	\$425
4/1/2010	\$391	\$91	\$1	\$483
6/1/2010	\$391	\$91	\$1	\$483
7/1/2010	\$455	\$91	\$1	\$547
11/1/2010	\$455	\$91	\$1	\$547
1/1/2011	\$367	\$93	\$1	\$461
4/1/2011	\$411	\$93	\$1	\$505
5/1/2011	\$355	\$92	\$1	\$448
8/1/2011	\$337	\$87	\$1	\$425
10/1/2011	\$337	\$87	\$1	\$425
1/1/2012	\$354	\$91	\$1	\$446
<b>4/1/2012</b>	<b>\$381</b>	<b>\$98</b>	<b>\$1</b>	<b>\$480</b>

  

<b>Premium Percentage change for renewals</b>					<u>Increase *</u>
<u>Date</u>	<u>Rate</u>	<u>Date</u>	<u>Rate</u>	<u>Increase</u>	<u>Capped</u>
Jul-10	\$547	Jul-11	\$448	-18.10%	
Aug-10	\$547	Aug-11	\$425	-22.30%	
Sep-10	\$547	Sep-11	\$425	-22.30%	
Oct-10	\$547	Oct-11	\$425	-22.30%	
Nov-10	\$547	Nov-11	\$425	-22.30%	
Dec-10	\$547	Dec-11	\$425	-22.30%	
Jan-11	\$461	Jan-12	\$446	-3.25%	
Feb-11	\$461	<b>Feb-12</b>	<b>\$446</b>	<b>-3.25%</b>	
Mar-11	\$461	<b>Mar-12</b>	<b>\$446</b>	<b>-3.25%</b>	
Apr-11	\$505	<b>Apr-12</b>	<b>\$480</b>	<b>-4.95%</b>	
May-11	\$448	<b>May-12</b>	<b>\$480</b>	<b>7.14%</b>	
Jun-11	\$448	<b>Jun-12</b>	<b>\$480</b>	<b>7.14%</b>	

**CareFirst BlueCross BlueShield (GHMSI)**  
**DC Small Group Rate Filing Effective 04/2012**  
DC/VA Renewal Cap/Floor and New Business Discount History

Effective Date	Renewal Floor	Renewal Cap	New Business Discount			
			Duration 1 Factor	Duration 2 Factor	Duration 3 Factor	Duration 4 Factor
01/1999	0.0%	20.0%	1.000	1.000	1.000	1.000
07/2002	0.0%	25.0%	1.000	1.000	1.000	1.000
01/2003	0.0%	30.0%	1.000	1.000	1.000	1.000
07/2004	-5.0%	9.0%	1.000	1.000	1.000	1.000
01/2005	0.0%	9.0%	0.850	0.900	0.950	1.000
07/2005	0.0%	13.0%	0.800	0.900	0.950	1.000
11/2005	0.0%	14.0%	0.800	0.900	0.950	1.000
01/2006	0.0%	16.0%	0.825	0.900	0.950	1.000
04/2006	0.0%	16.0%	0.825	0.900	0.950	1.000
07/2006	0.0%	18.0%	0.825	0.900	0.950	1.000
10/2006	0.0%	18.0%	0.825	0.900	0.950	1.000
01/2007	0.0%	18.0%	0.850	0.900	0.950	1.000
04/2007	0.0%	18.0%	0.850	0.900	0.950	1.000
07/2007	0.0%	18.0%	0.850	0.900	0.950	1.000
10/2007	0.0%	18.0%	0.850	0.900	0.950	1.000
01/2008	0.0%	18.0%	0.850	0.900	0.950	1.000
04/2008	0.0%	18.0%	0.850	0.900	0.950	1.000
07/2008	0.0%	25.0%	0.800	0.900	0.950	1.000
10/2008	0.0%	25.0%	0.800	0.900	0.950	1.000
01/2009	0.0%	25.0%	0.800	0.900	0.950	1.000
04/2009	0.0%	34.5%	0.825	0.900	0.950	1.000
07/2009	0.0%	34.5%	0.825	0.900	0.950	1.000
10/2009	0.0%	34.5%	0.845	0.900	0.950	1.000
01/2010	0.0%	34.5%	0.875	0.900	0.950	1.000
04/2010	0.0%	34.5%	0.875	0.900	0.950	1.000
07/2010	0.0%	34.5%	0.875	0.900	0.950	1.000
10/2010	-25.7%	34.5%	0.875	0.900	0.950	1.000
01/2011	-25.7%	34.5%	0.875	0.900	0.950	1.000
04/2011	-25.7%	34.5%	0.875	0.900	0.950	1.000
05/2011	-25.7%	34.5%	0.875	0.900	0.950	1.000
08/2011	-25.7%	34.5%	0.875	0.900	0.950	1.000
10/2011	-25.7%	34.5%	0.875	0.900	0.950	1.000
11/2011	-25.7%	34.5%	0.825	0.900	0.950	1.000
01/2012	-25.7%	34.5%	0.825	0.900	0.950	1.000
04/2012	-25.7%	34.5%	0.825	0.900	0.950	1.000

**CAREFIRST BLUECROSS BLUESHIELD**  
**Where the "BlueFund" PRODUCTS Fit in the Portfolio by Market**  
**DC SMALL GROUP MARKET (Composite Rate - without NB Discount)**  
**Individual, Monthly, Gross Premiums a/o 04/2012**

	1	2	3	4	5	6	7	8						
	Medical Benefit	RX Benefit	Medical Ind Rate	Incremental % Change	RX Ind Rate	TOTAL Ind Rate	Incremental % Change							
1	HMO Gatekeeper w/ Referrals \$10/\$20/\$0	\$10/\$25/\$45	\$290		\$119	\$409								
2	HMO OPEN ACCESS \$10/\$20/\$0	\$10/\$25/\$45	\$306	5.5%	\$119	\$425	3.9%							
3	HMO Opt-Out OPEN ACCESS \$10/\$20, 80%	\$10/\$25/\$45	\$324	5.9%	\$119	\$443	4.2%							
4	HPN POS Advantage \$10/10, 100/70%, \$0/250 Ded	\$10/\$25/\$45	\$339	4.6%	\$119	\$458	3.4%							
5	POS OPEN ACCESS \$10/\$20, \$300	\$10/\$25/\$45	\$363	7.1%	\$119	\$482	5.2%							
6	PPO \$0/\$300, 100/80%	\$10/\$25/\$45	\$502	38.3%	\$119	\$621	28.8%							
	<b>TOTAL:</b>			<b>73.1%</b>			<b>51.8%</b>							
A	HMO OPEN ACCESS \$20/\$30/\$300	\$0/\$25/\$45	\$288		\$120	\$408								
B	POS OPEN ACCESS \$20/\$30, \$300 OON Ded	\$0/\$25/\$45	\$324		\$120	\$444								
C	PPO \$0/\$300, 100/80%	\$0/\$25/\$45	\$502		\$120	\$622								
D	PPO \$0/\$300, 90/70%	\$0/\$25/\$45	\$465		\$120	\$585								
	<b>H.S.A. WITH INTEGRATED RX</b>							<b>vs PPO</b>	<b>vs HMO</b>	<b>vs \$1,000 or \$1,200 Ded</b>	<b>Difference in Ded</b>	<b>Diff in Ann Prem</b>	<b>vs non-CDH Medical + Rx</b>	<b>vs non-CDH Medical Only</b>
1	A HMO OA H.S.A., \$1,200 Deductible	\$0/\$25/\$45	\$252		\$58	\$310		-50%	-24%				-24%	-13%
2	HMO OA H.S.A., \$2,500 Deductible	\$0/\$25/\$45	\$217		\$41	\$258	-16.8%	-58%	-37%	-17%	\$ 1,300	\$ (624)		
3	HMO OA H.S.A., \$4,000 Deductible	\$0/\$25/\$45	\$186		\$35	\$221	-14.3%	-64%	-46%	-29%	\$ 2,800	\$ (1,068)		
1	B OOP OA H.S.A., \$1,200 Deductible	\$0/\$25/\$45	\$291		\$78	\$369		-41%	-10%				-17%	-10%
2	OOP OA H.S.A., \$2,500 Deductible	\$0/\$25/\$45	\$252		\$57	\$309	-16.3%	-50%	-24%	-16%	\$ 1,300	\$ (720)		
3	OOP OA H.S.A., \$4,000 Deductible	\$0/\$25/\$45	\$215		\$42	\$257	-16.8%	-59%	-37%	-30%	\$ 2,800	\$ (1,344)		
1	C PPO H.S.A., \$1,200 Deductible, 100%, 80% Coins.	\$0/\$25/\$45	\$375		\$98	\$473		-24%	16%				-24%	-25%
2	D PPO H.S.A., \$1,200 Deductible, 90%, 70% Coins	\$0/\$25/\$45	\$355		\$98	\$453	-4.2%	-27%	11%	-4%	\$ -	\$ (240)	-23%	-24%
3	C PPO H.S.A., \$2,000 Deductible, 100%, 80% Coins	\$0/\$25/\$45	\$335		\$83	\$418	-7.7%	-33%	2%	-12%	\$ 800	\$ (660)	-33%	-33%
4	C PPO H.S.A., \$2,700 Deductible, 100%, 80% Coins.	\$0/\$25/\$45	\$309		\$72	\$381	-15.9%	-39%	-7%	-19%	\$ 1,500	\$ (1,104)	-39%	-38%
	<b>H.R.A. WITH INTEGRATED RX</b>													
1	A HMO OA H.R.A., \$1,200 Deductible	\$0/\$25/\$45	\$269		\$57	\$326		-48%	-20%				-20%	-7%
2	HMO OA H.R.A., \$2,500 Deductible	\$0/\$25/\$45	\$227		\$42	\$269	-17.5%	-57%	-34%	-17%	\$ 1,300	\$ (684)		
3	HMO OA H.R.A., \$4,000 Deductible	\$0/\$25/\$45	\$198		\$35	\$233	-13.4%	-62%	-43%	-29%	\$ 2,800	\$ (1,116)		
1	B OOP OA H.R.A., \$1,200 Deductible	\$0/\$25/\$45	\$309		\$78	\$387		-38%	-5%				-13%	-5%
2	OOP OA H.R.A., \$2,500 Deductible	\$0/\$25/\$45	\$263		\$57	\$320	-17.3%	-48%	-22%	-17%	\$ 1,300	\$ (804)		
3	OOP OA H.R.A., \$4,000 Deductible	\$0/\$25/\$45	\$226		\$42	\$268	-16.3%	-57%	-34%	-31%	\$ 2,800	\$ (1,428)		
1	C PPO H.R.A., \$1,000 Deductible, 100%, 80% Coins.	\$0/\$25/\$45	\$381		\$102	\$483		-22%	18%				-22%	-24%
2	D PPO H.R.A., \$1,000 Deductible, 90%, 70% Coins.	\$0/\$25/\$45	\$357		\$102	\$459	-5.0%	-26%	12%	-5%	\$ -	\$ (288)	-22%	-23%
3	C PPO H.R.A., \$2,000 Deductible, 100%, 80% Coins.	\$0/\$25/\$45	\$332		\$75	\$407	-11.3%	-34%	0%	-16%	\$ 1,000	\$ (912)	-35%	-34%
4	C PPO H.R.A., \$3,000 Deductible, 100%, 80% Coins.	\$0/\$25/\$45	\$292		\$59	\$351	-13.8%	-43%	-14%	-27%	\$ 2,000	\$ (1,584)	-44%	-42%
5	C PPO H.R.A., \$5,000 Deductible, 100%, 80% Coins.	\$0/\$25/\$45	\$249		\$42	\$291	-17.1%	-53%	-29%	-40%	\$ 4,000	\$ (2,304)	-53%	-50%



## **Responses to Objections Received From the DISB on 1/19/2012:**

### **DC Small Group GHMSI Filing # 1688, Effective 4/1/2012**

#### **Objection 1**

- Actuarial Justification (Supporting Document)

#### **Comments:**

1. In the Actuarial Memorandum submitted, a 7.5% `across-the-board' rate increase is requested in spite of the fact that the experienced loss ratios/ calculated needed rate increases for the various LOBs are widely varying. Please explain and illustrate with calculation how & why this is the decision chosen--- please use the `Revenue Neutrality' calculation methodology to justify.

**Response:** We try to maintain a relatively stable relativity among the product categories, therefore proposed a consistent rate increase across all products. The relativities among the products are summarized in Appendix G of the Actuarial Memorandum. If we propose rate increases solely based on each product's own experience and underlying selection patterns, the relationship between resulting premium rates for the various products could be inconsistent with the actuarial value of the products.

For example, HMO Open-Access (HMO OA) is a richer benefit to customers than HMO Lock-In (HMO). However, if solely based on each product's own experience, we should propose a 19.1% increase for the HMO rates and a 1.1% decrease for the HMO OA rates. This would result in LOWER premium for the richer benefit HMO OA.

**Our proposal is intended to maintain more stable rate relativities among the products.**

2. For the different small group product lines shown, some have DLRs/ TLRs (desired loss ratios / target loss ratios) that are below the PPACA/ HCR required minimum loss ratio (MLR) of 80%. Please explain how the company will comply with this requirement now and in the future.

**Response:** We have attached an exhibit showing the calculation of the anticipated MLR defined by PPACA for the rating period. We believe the 80% MLR requirement is at the legal entity, segment, and jurisdiction level, not at the product level. As shown on this exhibit, the MLR as defined by PPACA for GHMSI is 94.6%, well above the 80% threshold. It is our intention to price such that we comply with MLR requirements. However, in the event that the MLR falls below 80%, we will pay the rebates calculated according to the PPACA regulations.

3. Please explain what role/ (and the impacts) the `Mix factor' (column Q) play in all the illustration exhibits in the Normalizing of Incurred Claims/ premium revenues/ rolling 12-month experience data/ etc.

**Response:** The Mix factor is a normalizing factor that adjusts for the benefit and demographic differences embedded in the revenue by month. These demographic/benefit differences are captured in the differing age and benefit factors of the groups in the experience. For each month, the mix factor is calculated

as the PMPM in column O for that month divided by the PMPM in column O for the last month in the experience period. Column O is the PMPM revenue for each month adjusted to the current rate level (1/1/12). In theory, if the benefit mix and the demographic mix is the same for each month, then the adjusted revenue PMPM in column O should also be the same for each month. But since the benefit mix and the demographic mix vary each month, the revenue PMPM adjusted to the current rate level differs each month. The mix factor is used to measure that difference, using the last month in the experience period as the benchmark. The mix factor is then used to adjust incurred claims for the differences in benefit and demographic mix in each month to arrive at the normalized claims PMPM. (Normalized claims PMPM = Incurred claims PMPM / Mix Factor).

4. Please explain / illustrate how the New Business rates (when the Discount % is applied) would relate/ or 'tie-in' to the Renewal Business rates (ie, the impacts in premium differences)

**Response:** In determining a DC small group's renewal rate, we start with the current (book) base rates for the group's existing medical and prescription drug options. We then apply the group's HIPAA factor, average age factor, SIC factor, etc. The HIPAA factor is based on the underwriting points assigned to the group. The new business discount is applied via reduced HIPAA factors for groups with underwriting scores below a certain threshold. For groups meeting these criteria, the HIPAA factor increases at each consecutive renewal with CareFirst until the factor becomes 1.000 for the group's fourth year. (Please refer to page 12 of the rate filing for the HIPAA factor tables.) For example, under the current tables, a group of 20 contracts with 1.5 underwriting points would have a HIPAA factor of 0.825 for the first year with CareFirst. That factor would increase to 0.900 for the second year, 0.950 for the third year, and 1.000 for the fourth year and beyond. After the group's factors are applied, the resulting rate is compared to the group's current rate. If the calculated rate change falls below the floor, the group is given a rate decrease equal to the renewal floor. If the calculated rate change exceeds the cap, the group is given a rate increase equal to the renewal cap. The group renews at the final calculated rate.

**Development of Anticipated Medical Loss Ratio as Defined by PPACA**  
District of Columbia

		GHMSI
(1)	Projected Claims	\$205,926,211
(2)	Projected Revenue	\$226,801,605
(3) = (1) / (2)	Anticipated Incurred Straight LR	90.8%
(4)	Health Care Improvement*	\$1,292,608
(5) = (1) + (4)	<b>MLR Numerator</b>	<b>\$207,218,819</b>
(6)	Federal & State Taxes	\$0
(7)	Premium Tax	\$4,536,032
(8)=(6)+(7)	Total Taxes & Regulatory Fees	\$4,536,032
(9) = (2) - (8)	<b>MLR Denominator</b>	<b>\$222,265,573</b>
(10) = (5) / (9)	<b>Projected MLR</b>	<b>93.2%</b>
(11)	Member Life Years	42,479
(12)	Base Credibility Factor	1.32%
(13)=(10)+(12)	<b>Credibility Adjusted MLR</b>	<b>94.6%</b>

\* Estimated at 0.63% of care costs for GHMSI.

Table for credibility adjustments, based on life years (member months / 12):

**Table 1**

<b><u>Credibility Adjustment</u></b>	
Life Years	Adjustment
< 1,000	No Rebate
1,000	8.30%
2,500	5.20%
5,000	3.70%
10,000	2.60%
25,000	1.60%
50,000	1.20%
75,000	0.00%

To determine an adjustment for life years between the values shown, linearly interpolate the value between the upper and lower life year categories.

No deductible factor is applied, since the average plan deductible is < \$2,500.

If our average plan deductible exceeds \$2,500, the necessary adjustments are as follows:

**Table 2**

<b><u>Deductible Factors</u></b>	
Deductible	Factor
<2,500	No Rebate
2,500	1.164
5,000	1.402
10,000	1.736

If the average plan deductible is between values shown, the factor is calculated by linearly interpolating the value between the upper and lower deductible categories.

SERFF Tracking Number: CFAP-127779155 State: District of Columbia

Filing Company: Group Hospitalization and Medical Services, Inc.State Tracking Number:

Company Tracking Number: 1688

TOI: H21 Health - Other Sub-TOI: H21.000 Health - Other

Product Name: DC GHMSI Small Group Eff 201204

Project Name/Number: /1688

## Superseded Schedule Items

Please note that all items on the following pages are items, which have been replaced by a newer version. The newest version is located with the appropriate schedule on previous pages. These items are in date order with most recent first.

Creation Date:	Schedule	Schedule Item Name	Replacement Creation Date	Attached Document(s)
10/28/2011	Supporting	Actuarial Justification Document	01/19/2012	File 1688 GHMSI - Actuarial Memorandum.pdf